IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Applicants:	Evans, John C.
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Group Art Unit:	1761
Examiner:	Weinstein, Steven L.
Title:	**COTTON CANDY MARKETING AND PACKAGING SYSTEM AND RELATED PRODUCT**
Atty Docket:	GME-138

Commissioner for Patents
P.O. Box 1450
Alexandria, VA 22313-1450

Sir:

DECLARATION OF DANIEL R. KROEGER UNDER 37 C.F.R. § 1.132

I, Daniel R. Kroeger, hereby state and declare the following:

1. I am President and CEO of Gold Medal Products Company which is the assignee of the present invention. Gold Medal was founded in 1931 and has grown over the years to become a worldwide industry leader in the "fun food" supplies and concession equipment business, including popcorn poppers, cotton candy machines, shaved ice machines, hot dog machines, nacho machines and their related supplies. Gold Medal's products are sold worldwide through a network of professional concession equipment and supply distributors and branches.

2. I started with Gold Medal in 1979 as an Assistant Zone Manager and was promoted to Zone Manager in 1981. I was promoted to National Sales Manager around 1986 and then became Vice President of Sales around 1989. I was promoted to President of Gold Medal around 1991 and then assumed my present title and role as President and CEO around 1995, the position I have held ever since. Over my last 25 years with Gold Medal, I have been actively involved in the concession equipment and supply industry, both here in the United States and worldwide, including attending trade shows, participating in trade associations, subscribing to trade publications and working extensively with our distributors and customers to develop concession equipment and supplies which meet the continuing needs of the industry.

3. As a result of my close workings through Gold Medal with the concession equipment and supply trade, I have gained familiarity with the various methods and products used to make and sell cotton candy, including the products and methods marketed by competitors to Gold Medal. Indeed, in order to function in my various capacities within Gold Medal, and today as President and CEO, it has been one of my responsibilities to maintain a familiarity with such methods and products so as to meet the continuing needs of the industry.

4. I have read and understand the disclosure of the present application and the claims thereof. In particular, I understand that the present application describes and claims a method of marketing and selling cotton candy, and a cotton candy food product.

I understand that one method of marketing and selling cotton candy according to the present invention, as described and claimed, includes the steps of forming cotton candy from molten sugar to form a fluffy wad of cotton candy, positioning the fluffy wad of cotton candy in a rigid, self-supporting, container body through an opening in the container body with the wad in direct contact with an inner surface of the container body, the container body being significantly gas impermeable and surrounding the cotton candy wad to generally protect the wad from being easily compressed, sealing the container body opening in a significantly air tight fashion to form a closed container, the closed container defining a generally gas impermeable volume surrounding the wad of cotton candy to reduce moisture contact with the cotton candy and maintain its freshness, and presenting the wad of cotton candy in the container for direct consumption by consumer from the container. I also understand that one food product according to the present invention, as described and claimed, includes a fluffy wad of cotton candy, a rigid, self-supporting container enclosing the wad of cotton candy within a sealed volume with the wad in direct contact with an inner surface of the container, the container defining a significantly gas impermeable sealed volume which surrounds the cotton candy wad and reduces moisture contact with the cotton candy to maintain the freshness of the cotton candy wad. The present invention is marketed and sold under Gold Medal's "CANDEE FLUFF" trademark which is the subject of a pending federal trademark application.

5. Based on my own knowledge and understanding of the cotton candy industry, I am aware that prior to the present invention, there were primarily three

methods of marketing and selling cotton candy to consumers. These methods are still in use today. The first or traditional "point of sale" method, often used in concession stands at various events, such as festivals, fairs, circuses and sporting events, involves spinning and collecting the cotton candy in a collection basket of a cotton candy machine, and then collecting the spun cotton candy on the end of a paper tube or stick for sale directly to the consumer. While the traditional point-of-sale method produces fresh and appealing cotton candy to the consumer, it is typically labor intensive, time consuming and extremely inefficient since only a relatively small quantity of cotton candy can be made readily available for sale to the consumer at the time of sale.

6. More recently, the sale of cotton candy has expanded beyond the traditional "point of sale" method to include a method wherein the cotton candy is pre-made at the location of "point of sale", packaged, and then sold to the consumer at the point of sale. According to this method, the fluffy wad of cotton candy is stuffed into a thin plastic bag by hand and the top of the bag is then closed in an appropriate fashion. The filled plastic bags of cotton candy are then displayed and sold to the consumer at the point of sale, usually on vertical display trees or racks which hold a number of bags.

7. Another prior method of making and selling cotton candy involves pre-making the cotton candy at a remote facility, packaging the pre-made cotton candy in a foil bag, and then shipping or delivering the packaged cotton candy to a point of sale, such as a supermarket, convenience store, concession vendor, circus, festival or

sporting event, for example. According to this method, the fluffy wad is stuffed into the foil bag and the top of the bag is then sealed.

8. While the prior methods of pre-making and bagging the cotton candy in plastic or foil bags have addressed the cotton candy industry's desire to be able to sell cotton candy more efficiently and to distribute cotton candy in a greater number of locations, these methods also have several known drawbacks.

9. One known drawback with packaging cotton candy in plastic bags is the need for a semi-skilled person to do it correctly. During the bagging process, it is desirable that each bag have a consistent volume of product within the bag while maintaining the fluffy appearance of the cotton candy. This method requires that the bag be held open either by hand or by a stream of air from a blower while the fluffy wad of cotton candy is stuffed within the bag. During the bagging process, the cotton candy is prone to being compacted as it is placed within the bag which undesirably reduces its fluffy appearance and also results in inconsistent volumes of product within the stuffed bags. Bagging cotton candy is generally time consuming, labor intensive and sometimes wasteful when inconsistent volumes of product are packaged in the bags.

10. When cotton candy is packaged in foil bags, the wad of cotton candy is typically obscured by the bag and therefore not visible to the consumer. It is my understanding that this type of packaged cotton candy product does not have the appeal of fresh cotton candy to consumers and is generally difficult to sell.

11. Cotton candy packaged in a sealed container according to the present invention overcomes the known problems associated with stuffing cotton candy in plastic and foil bags. The container of the present invention is rigid and self-supporting, and has an open container mouth which readily allows a wad of cotton candy to be placed within the container without compression of the wad. The container has a static volume, i.e., it is not flimsy, so that a consistent volume of cotton candy can be placed within the container before it is sealed. The container may be transparent so that the cotton candy may be seen by the consumer to provide a visual incentive for purchase of the cotton candy.

12. Another known drawback of bagged cotton candy relates to its shelf-life. With point of sale marketing and selling of cotton candy, freshness or appearance of the product is not a particular concern. The cotton candy is collected on the end of the paper tube or stick and then sold to the consumer for consumption a very short time period after it is made. Cotton candy packaged within a plastic bag is susceptible to ambient moisture or humidity which passes into the bag. Upon absorbing the moisture, the cotton candy "wilts" or melts and degrades to a syrup or gooey form, thereby reducing or eliminating its fluffiness. This is unappealing to consumers and results in a product which cannot be sold and must eventually be discarded. Typical shelf-life for cotton candy might be only 2-3 days. However, in humid climates or atmospheres, the shelf-life of cotton candy may be as short as 1 day. As a result, cotton candy retailers may only have or want enough product supply for a typical 1 or 2 day sales volume, and

may run short of product if the anticipated sales are exceeded. This results in lost sales. On the other hand, if the actual sales of cotton candy fall short of the anticipated sales volume, the cotton candy retailer may be left with an inventory of product which cannot be sold before the product degrades due to its relatively short shelf-life. In this event, the product must eventually be discarded which results in product loss. Large volume retailers generally do not want to carry a product which requires such tight inventory control so that the product must be sold in a day or two or thereafter discarded.

13. On information and belief, one of the nation's largest retailers expects to sell around 15,000,000 containers of cotton candy packaged in a container according to the present invention over the next year. On information and belief, such sales of cotton candy by this retailer prior to the present invention would not have been practical due to the very tight inventory control required by the prior method of bagging cotton candy in plastic bags. This is one example of many of how the present invention has opened up and defined new markets for the sale of cotton candy.

14. Under my direction and supervision, employees of Gold Medal conducted a test to demonstrate the enhanced shelf-life of cotton candy packaged according to the present invention as compared to cotton candy bagged in plastic bags. As documented in the photographs of Exhibit A attached to my Declaration, the first day of the test commenced on May 19, 2004 with a closed bag of fresh cotton candy shown on the left side of the photographs and a sealed container of cotton candy according to the present invention shown on the right side.

15. As may be readily seen in the photographs of May 24, 2004, only 6 days after the product was made and packaged, the bagged cotton candy has significantly degraded to a point where it can no longer be sold to a consumer. On the other hand, the cotton candy packaged within the sealed container according to the present invention still has an appealing fluffy appearance and is readily marketable to a consumer. On proceeding days, up to and including the final day of the test on June 29, 2004, the bagged cotton candy has continued to "wilt" or melt while the cotton candy packaged within the sealed container according to the present invention remains fluffy and still readily marketable to a consumer. This is 42 days after the start of the test when the product was made and packaged.

16. Cotton candy packaged within a sealed container according to the present invention typically maintains its freshness for over two weeks and usually over one month, and usually over two months. Therefore, the cotton candy product marketed and sold according to the invention typically has a shelf life which is over two weeks and usually around 1 to 2 months. This significantly reduces product loss and economic loss attributable to degraded and unsold product which must be removed and discarded. Furthermore, it reduces the frequent, periodic inventory maintenance associated with bagged cotton candy products which may have a 1-3 day shelf life, resulting in further cost savings and additional markets for the sale of cotton candy.

17. Yet another known drawback of bagged cotton candy relates to the fragility of cotton candy when it is bagged and shipped. Cotton candy packaged in plastic and foil bags is susceptible to being smashed, much like a loaf of bread, since the bag is flimsy and does not hold its form. When bagged cotton candy is shipped, it must be adequately protected against being crushed. Notwithstanding such efforts, the bags have a tendency to settle during shipment and handling such that some of the desired fluffiness of the cotton candy is lost. When the cotton candy is significantly smashed or damaged, and has lost its fluffiness, it is generally not suitable for sale and must be thrown away.

18. Still yet another known drawback of bagged cotton candy is that the product is difficult to display. Generally, the bags are hung from a vertically-extending tree or rack, and are pulled from the tree by the consumer when the bags are purchased. However, the trees are oftentimes difficult to stock with product and are generally susceptible to falling over when a consumer pulls the bagged cotton candy from the tree or the tree is inadvertently bumped.

19. According to the present invention, the container is sufficiently rigid to stackably support another container without compression of the cotton candy in any of the containers. In that way, a plurality of containers filled with cotton candy may be stacked and placed in a shipping structure or on a display shelf. The rigid container provides the wholesaler and retailer with a product which may be easily shipped, stored, and handled without damage to the delicate cotton candy. The rigid container protects

the fragile cotton candy wad, and prevents it from being smashed or otherwise damaged due to the weight of the other product stacked above each wad. Utilizing the methodology of the present invention, the cotton candy may be displayed readily on a shelf and eliminates the need for clumsy and unstable display trees as required with bagged cotton candy. Furthermore, the cotton candy packaged according to the present invention may be readily removed by a customer, and just as readily replaced by a stock person.

20. On information and belief, Gold Medal filed a petition to make the present application special because of actual infringement in about April, 2002. On information and belief, that special status was granted by the United States Patent and Trademark Office in about July, 2002. Since that time, I have identified at least 17 companies which have copied the present invention and/or are now offering cotton candy packaged in a sealed container as described and claimed in the present application. These identified companies include:

Company	**Product Name**
A1 Equipment Ltd.	The Original Fluffl Candy Floss
All American Food Kits, Inc.	All American Cotton Candy
Barricini Inc.	Cotton Candy
The Candy Clouds Company	Candy Clouds Premium Cotton Candy
Celebrations NY	Cotton Candy
Domeplus.com	Minnesota Twins Cotton Candy
Fun Sweets, Inc.	Cotton Candy
Gibbons Family Farm	Maple Cotton Candy
Great Western Products Company	Cotton Candy
Hawk's Nuts	Hawks Cotton Candy
McKandy.com	Flava Puff
Observ (Denver) (Padres.Com)	Tubby's Cotton Candy
Old Tyme Foods	Old Tyme Kotton Kandy
Randy's Fun Foods, Inc.	Cotton Candy

Sammy USA Corporation	Cotton Candy
Walt Disney Parks & Resorts	Cotton Candy
Suckers Candy Co.	Cotton Candy

I have attached pictures of the packaged cotton candy products marketed and sold by these 17 companies in Exhibit B attached to my Declaration. To the best of my knowledge, these products were introduced only after our "CANDEE FLUFF" product was observed in the marketplace.

21. Many of the product descriptions of these companies as set forth in Exhibit B tout the benefits and advantages provided by the cotton candy product and methodology described and claimed in present application, as follows:

Company	
A1 Equipment Limited	"Introducing the attractive 'FLUFFL' candy floss (cotton candy) container range. 'FLUFFL's are our unique, attractive way of storing, displaying (and eating) candyfloss! Supplied in two sizes, our giant Fluffl 'Tub' and our 'Standard' version, the 'Fluffl's are semi-rigid containers with resealable lids that promote and display your candy floss very attractively and effectively, while maximizing its shelf life. 'FLUFFL' candy floss containers are: • Smart and attractive • The floss is longer lasting • Available in two popular sizes • The containers are easy to fill • They are easier to store and transport"

Candy Clouds	"Our re-sealable "Stay Fresh" container will keep your clouds fresh for months, even after they are opened!"
Gibbon Family Farm	"MAPLE COTTON CANDY: visit us and taste some. **Now packaged for longer shelf life, suitable to mail."**
Great Western Products Company	"New 2 oz. tubs of Sunglo Cotton Candy in convenient tamper-evident resealable tubs are a great addition to our cotton candy line."
McKandy.com	"Cotton Candy with a 7 month shelf life"
Observ (Denver) (Padres.Com)	"We also learned that this trio could produce around 400 buckets of cotton candy an hour. And more than 2,000 buckets are sold each game, not counting the cotton candy sold on paper cones."
Succers Candy Co.	• Double Portion • Premium Quality • Tamper Evident Tub • Re-sealable "Stay Fresh" Container • Stackable Tubs • Classic Traditional Graphics • Custom Graphics Available • 3 Month Shelf Life • Gourmet Flavours Available

22. The present invention has also received numerous accolades in the industry. As an example, I have attached a September, 2004 article published in *Film Journal* which describes the success Loek's Theater's of Michigan has had in marketing and selling packaged cotton candy according to the present invention (Gold Medal's "CANDEE FLUFF"). This article is attached to my Declaration as Exhibit C. As stated in that article, "[t]he Candee Fluff container concept has increased the cinemas' cotton

candy sales an average of 10 to 15%, making cotton candy one of the top five best-selling candy items." The article further states that Loek's Theaters "attributes the success not only to the product freshness, but also to the great merchandising effect of the containers, which allow customers to see exactly what they are getting." The article also states that the packaged cotton candy of the present invention has saved Loek's Theaters in labor costs, enhanced perceived product value, and supply is easily maintained to meet demand without sacrificing quality, all making the packaged cotton candy of the present invention the concession stand's most profitable item.

23. As a further example of accolades in the industry which the present invention has received, I have attached a Summer, 2004 article published in *Cincy Business*. This article is attached to my Declaration as Exhibit D. As stated in that article, large customers like Wrigley Field in Chicago and Paramount King's Island are pleased with the product's increased shelf life. The article further states that a leading discount retailer has reported increased sales of cotton candy of up to 200%.

24. Further examples of industry accolades include a website page from one of our distributors which states "Candee Fluff is the latest innovation in the Cotton candy world". This is attached to my Declaration as Exhibit E. A website page of another one of our distributors states "[The present invention] is the greatest innovation in cotton candy since the floss bag." This is attached to my Declaration as Exhibit F.

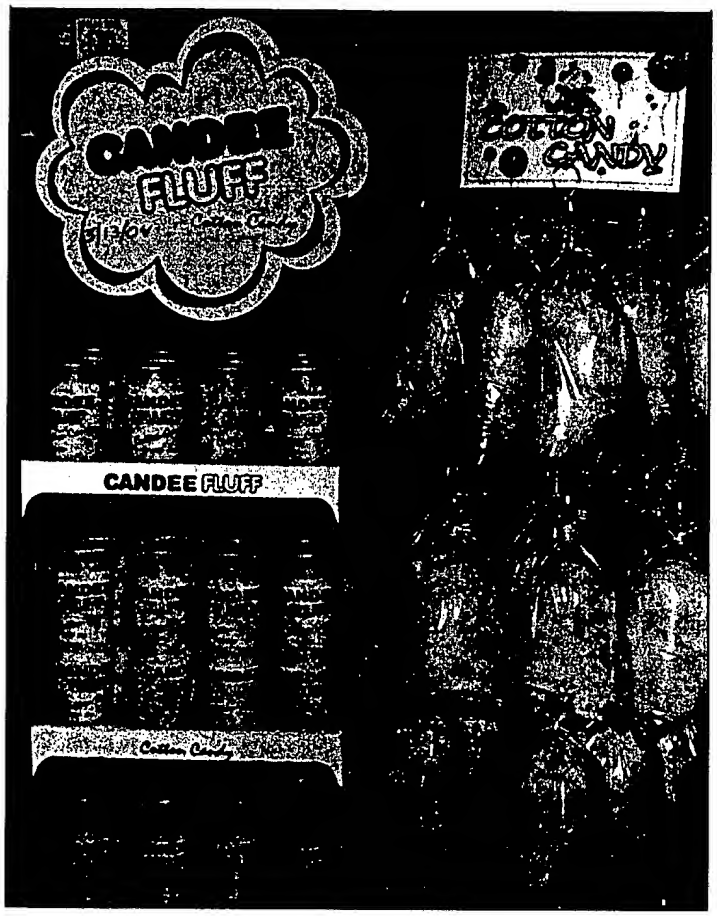
25. I believe there is no compelling reason for the significant commercial success of the present invention and copying of the present invention by others other than the merits of the claimed invention.

I hereby declare that all statements made herein of my own knowledge are true, and all statements made on information and belief are believed to be true, and further that these statements were made with the knowledge that willful false statements and the like are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code.

By: Daniel R Kroeger
Daniel R. Kroeger
President and CEO,
Gold Medal Products Company

9-27-2004
Date

Day 1



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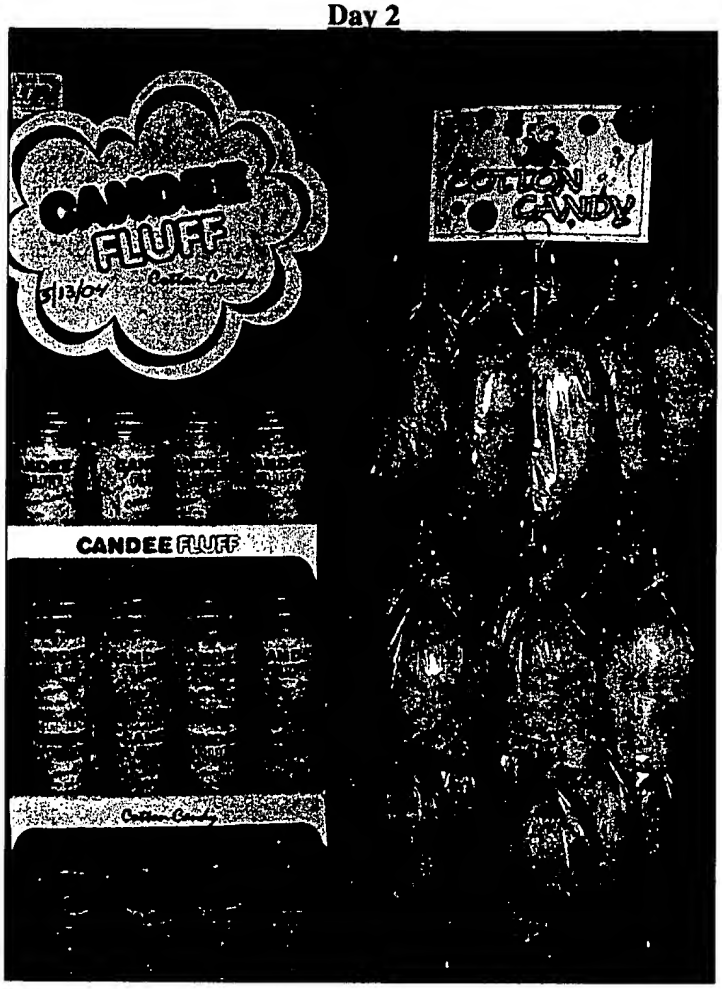

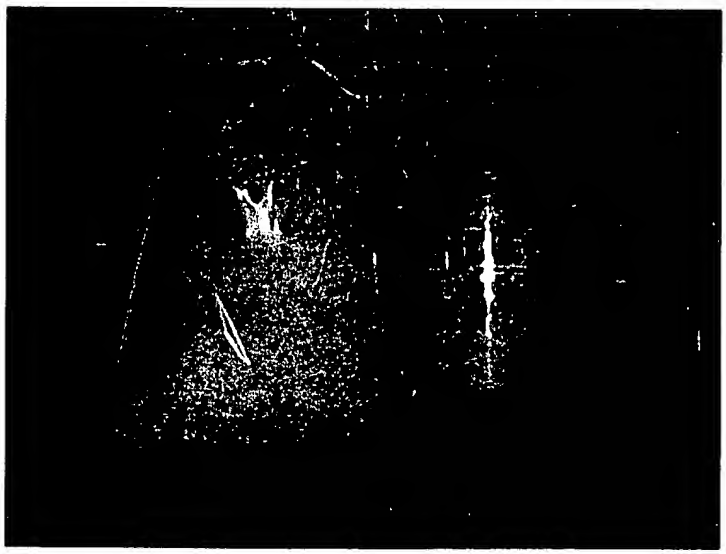

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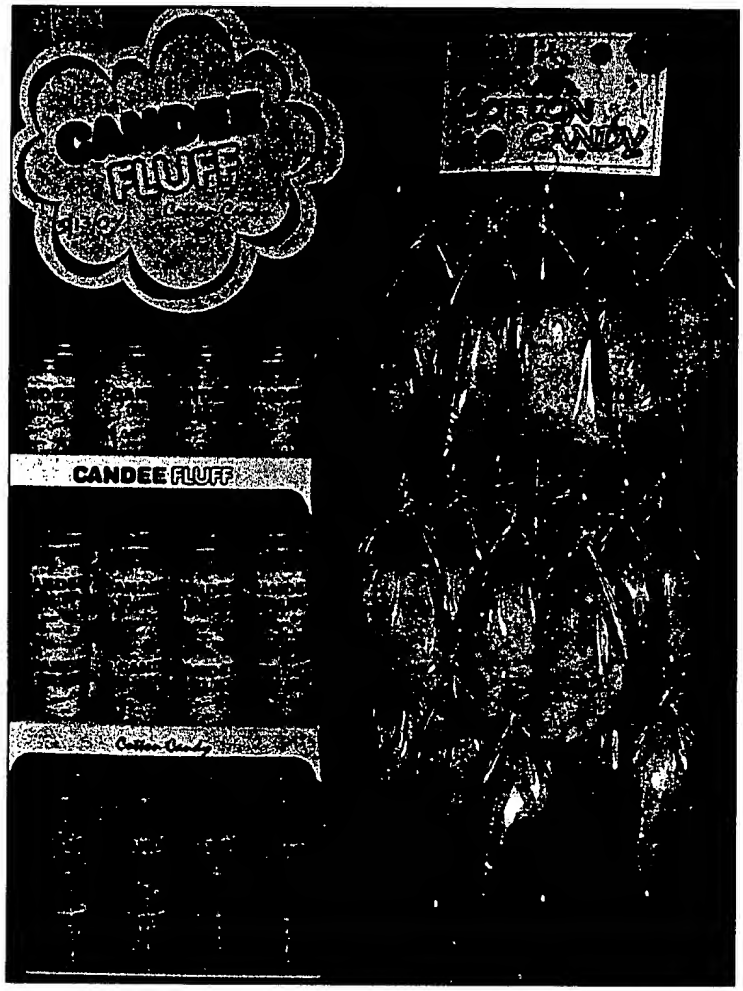

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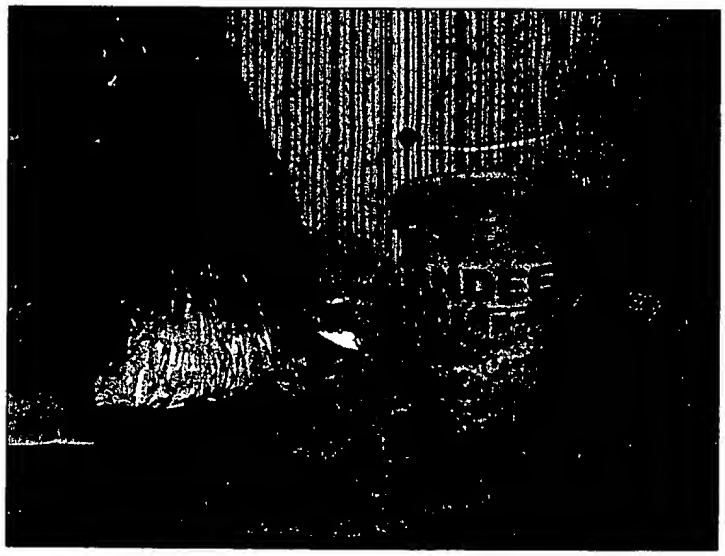

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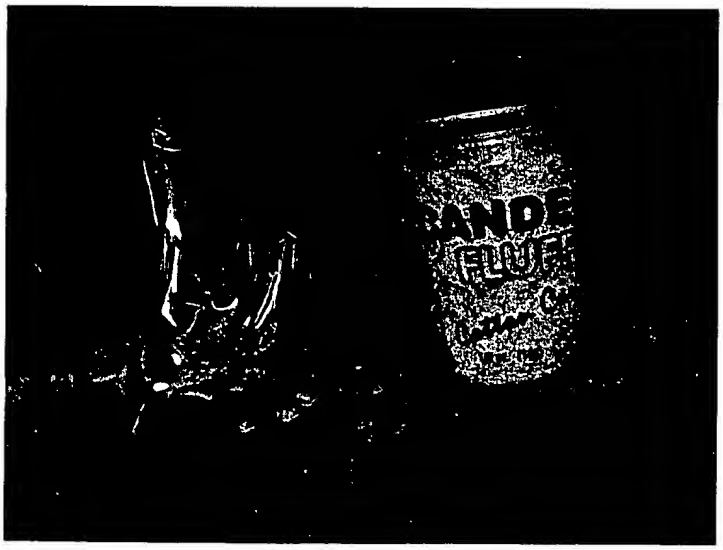
Day 7

Tuesday 5/25/04

Tuesday 5/25/04

Day 8

Wednesday 5/26/04



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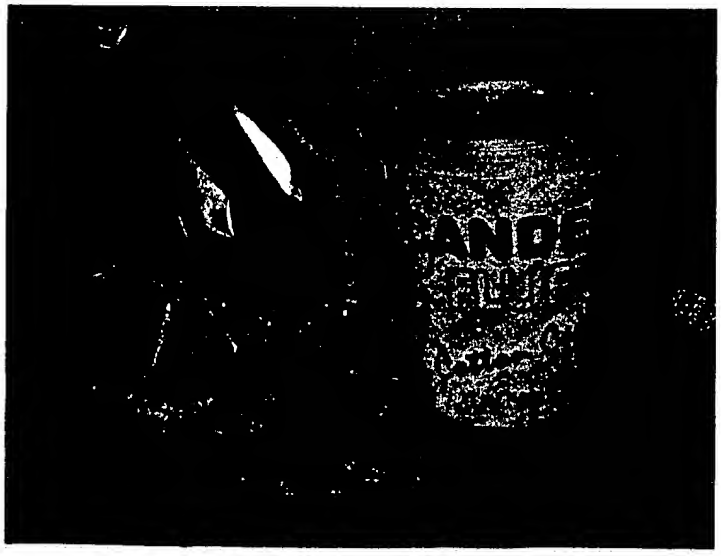
Day 9

Thursday 5/27/04



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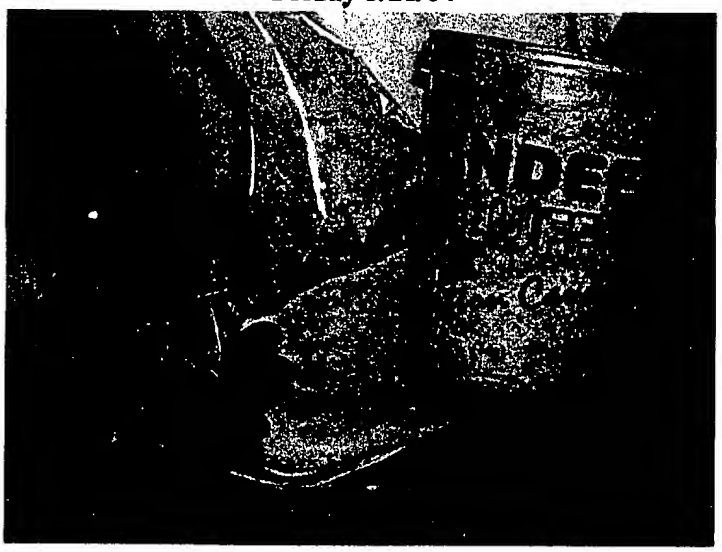
Day 10

Friday 5/28/04



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Day 17

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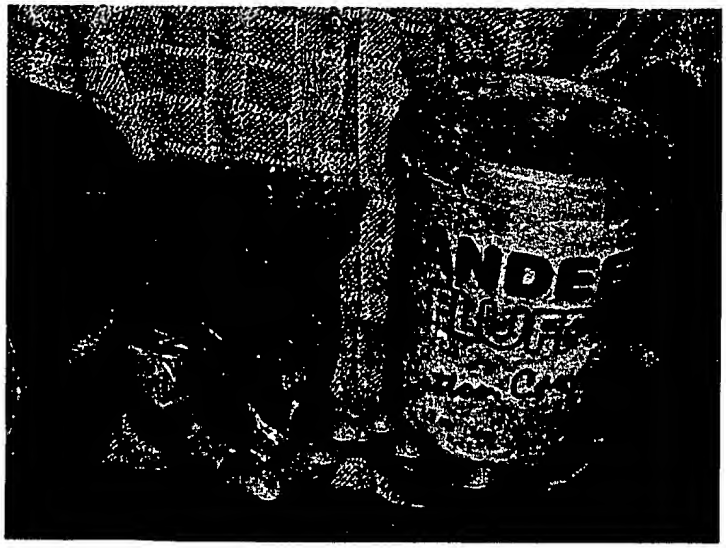

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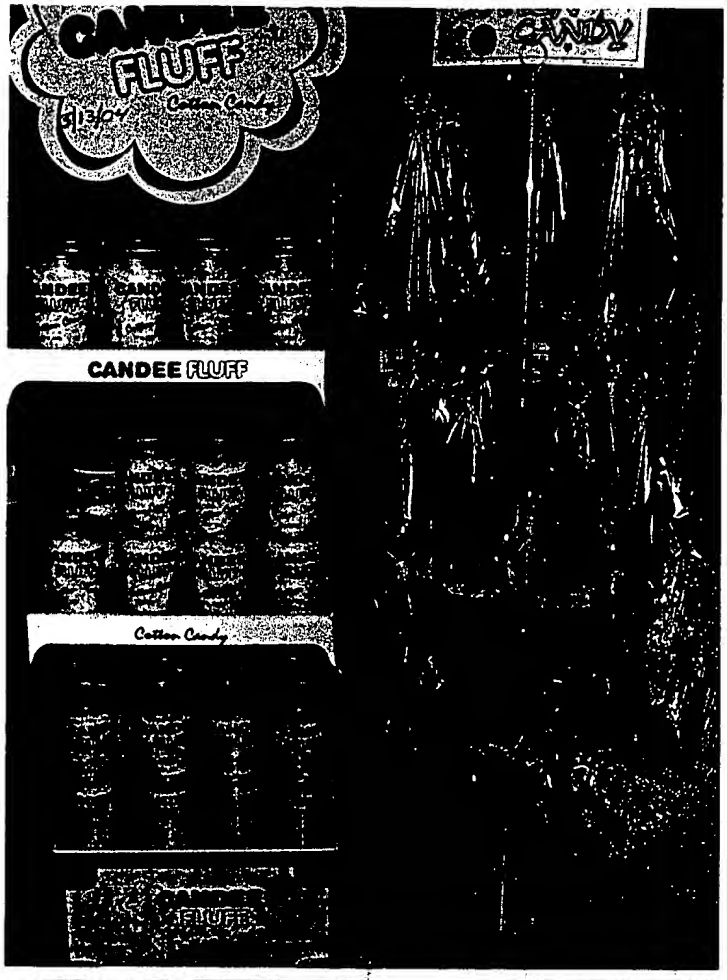

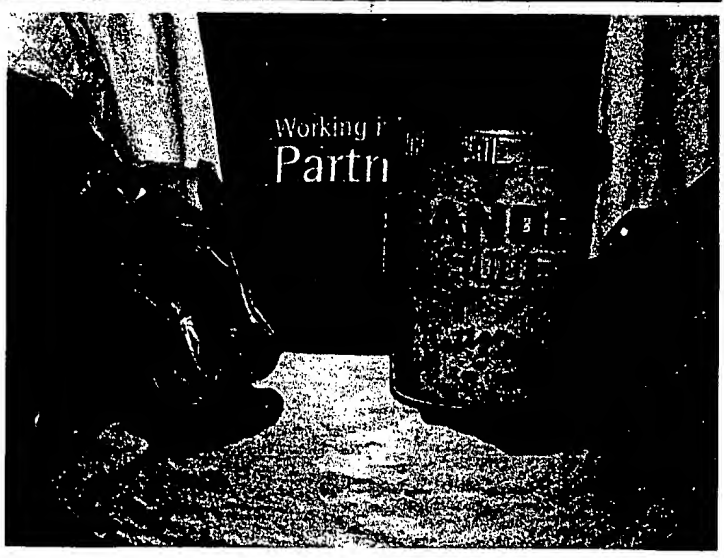

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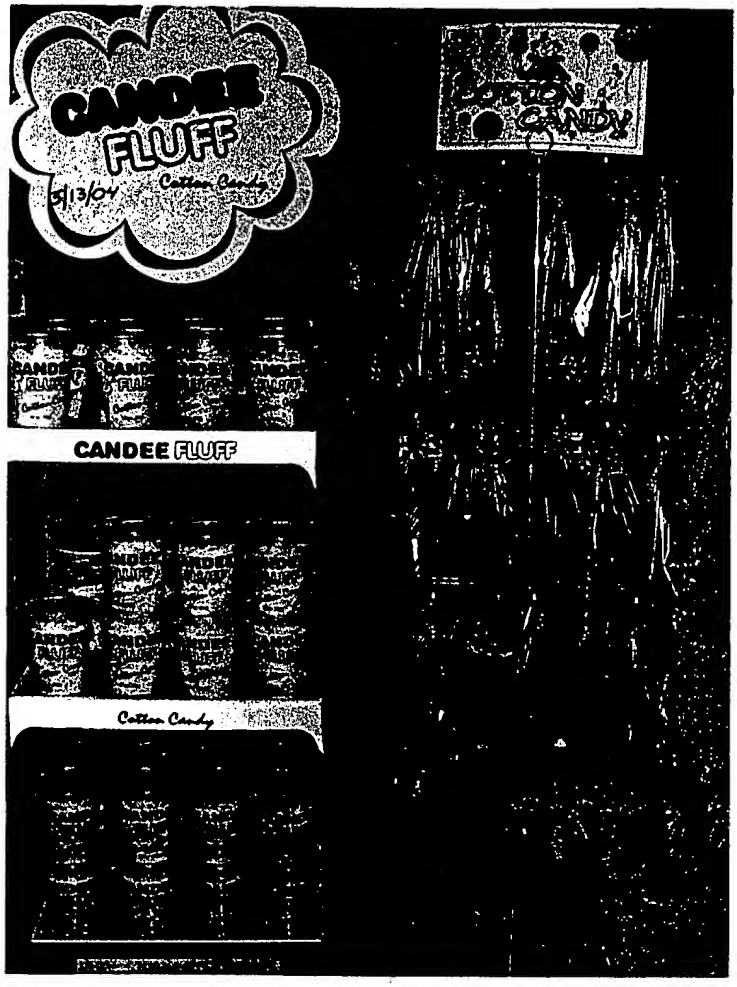

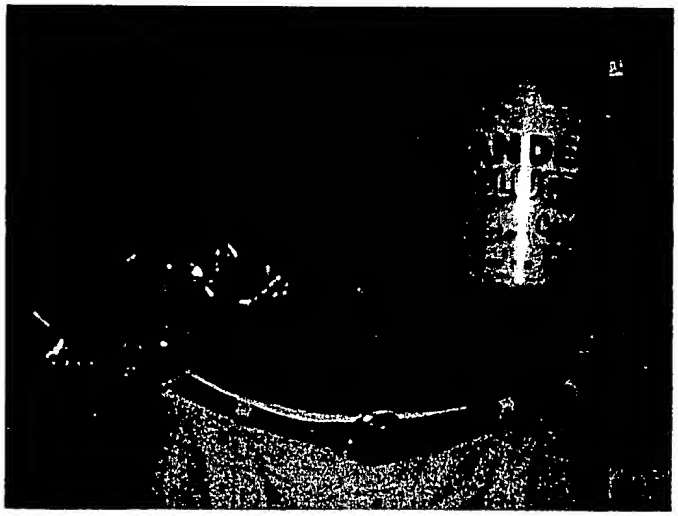

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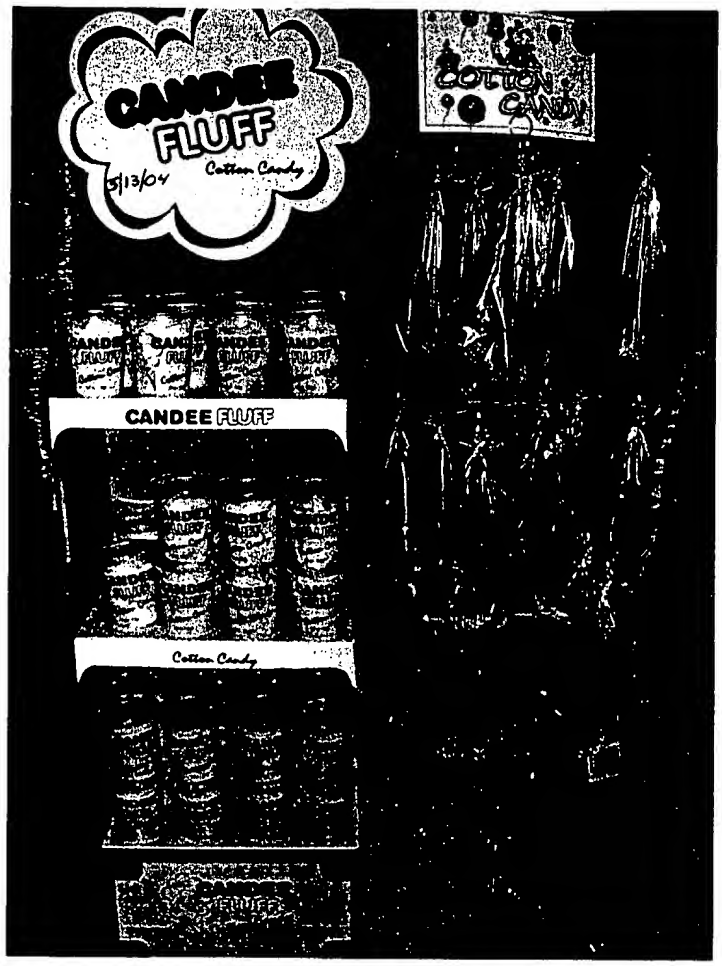

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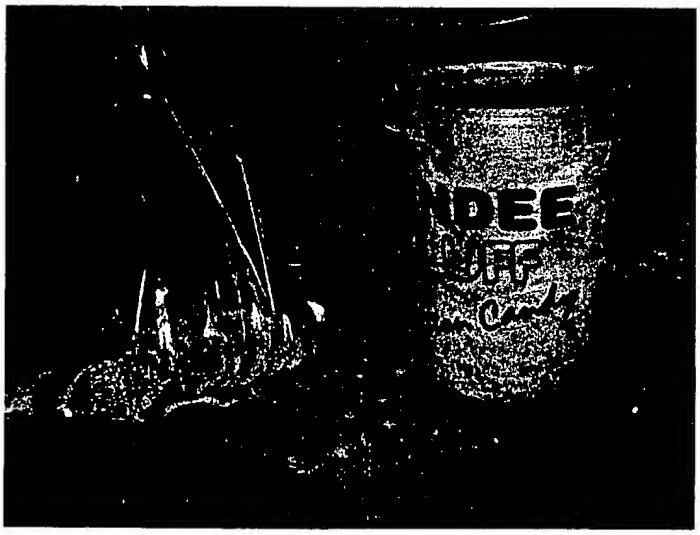

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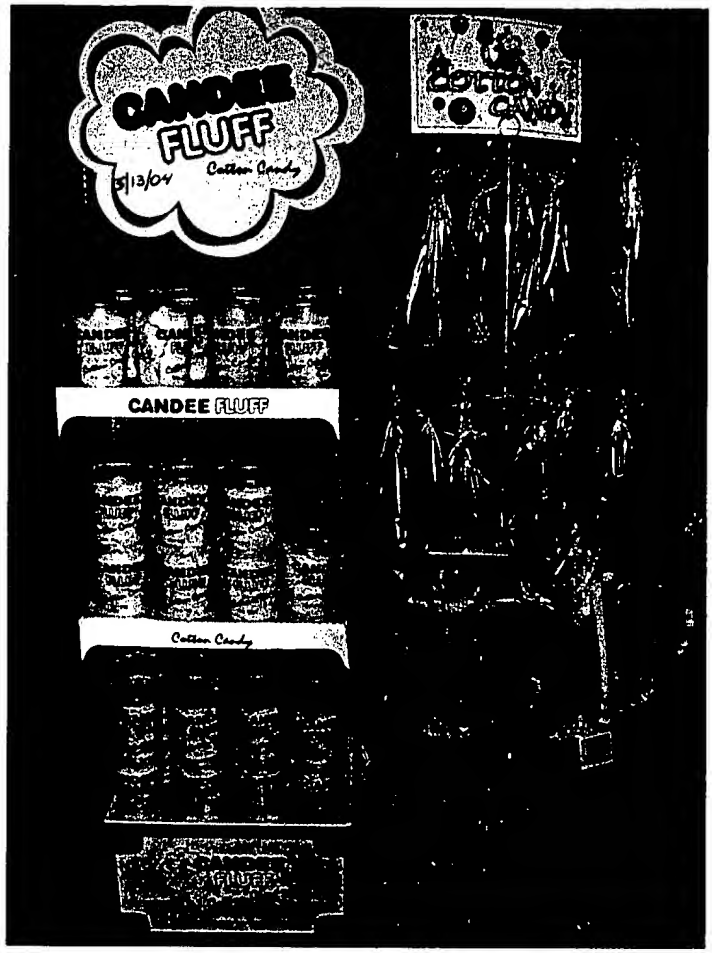

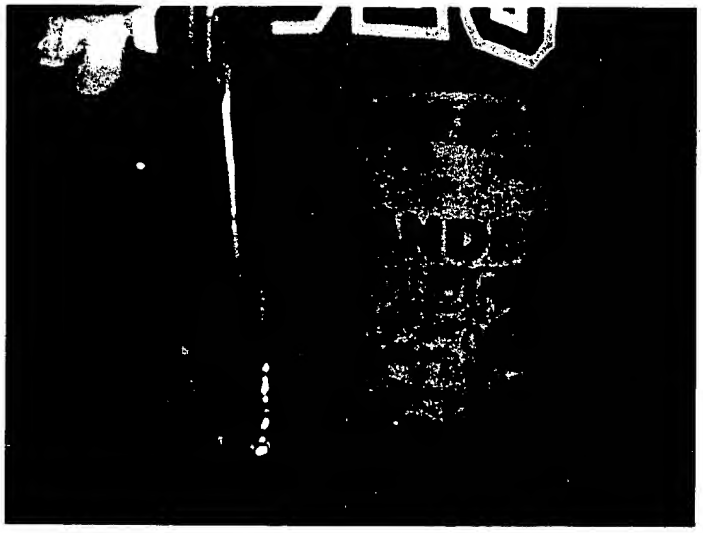

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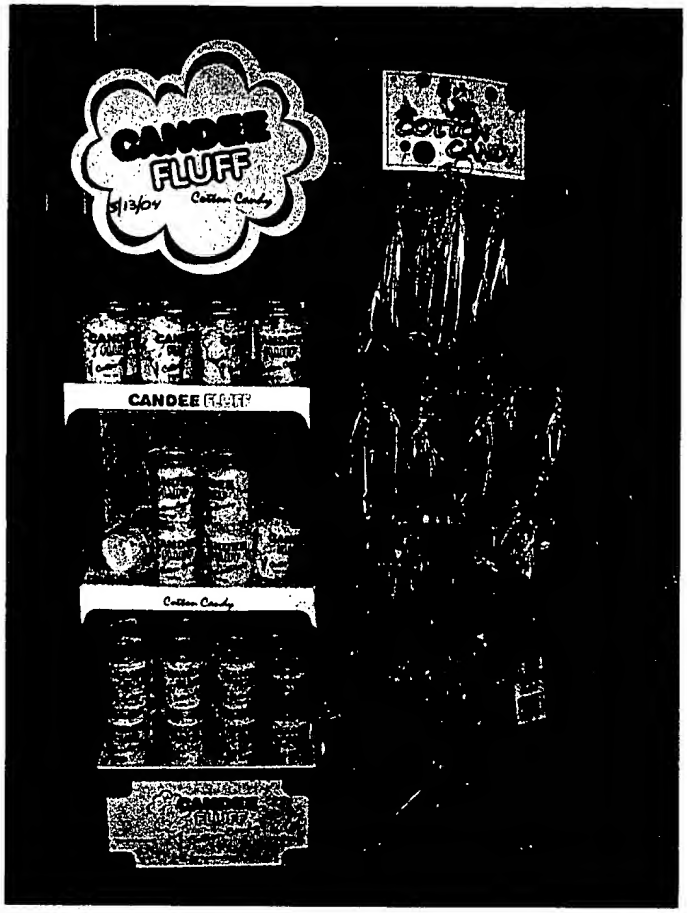
Day 31

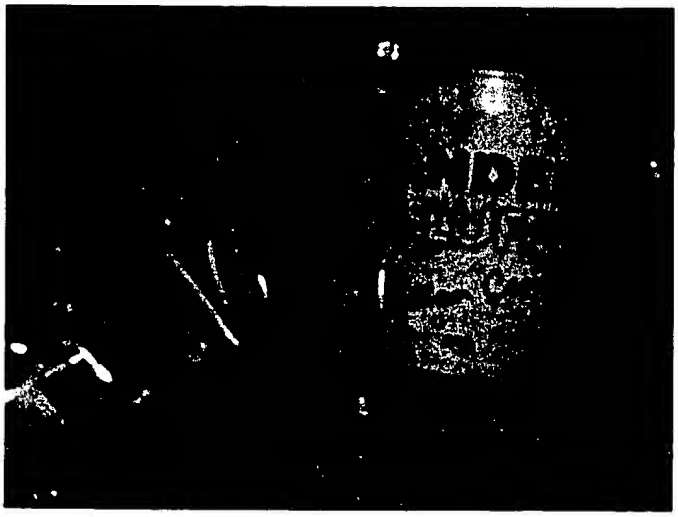
Friday 6/18/04

Day 34

Monday 6/21/04

Day 35





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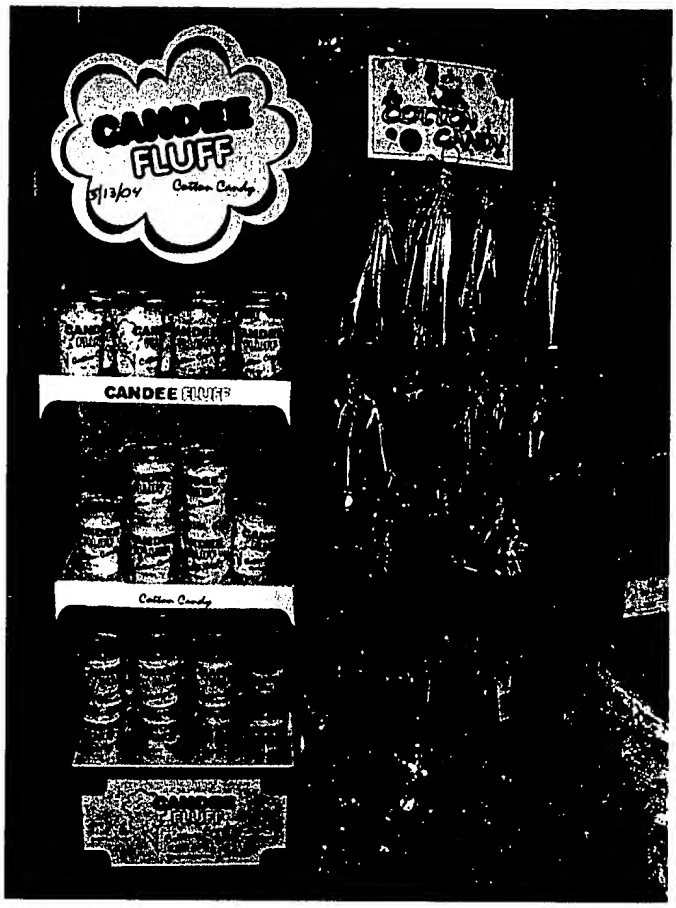
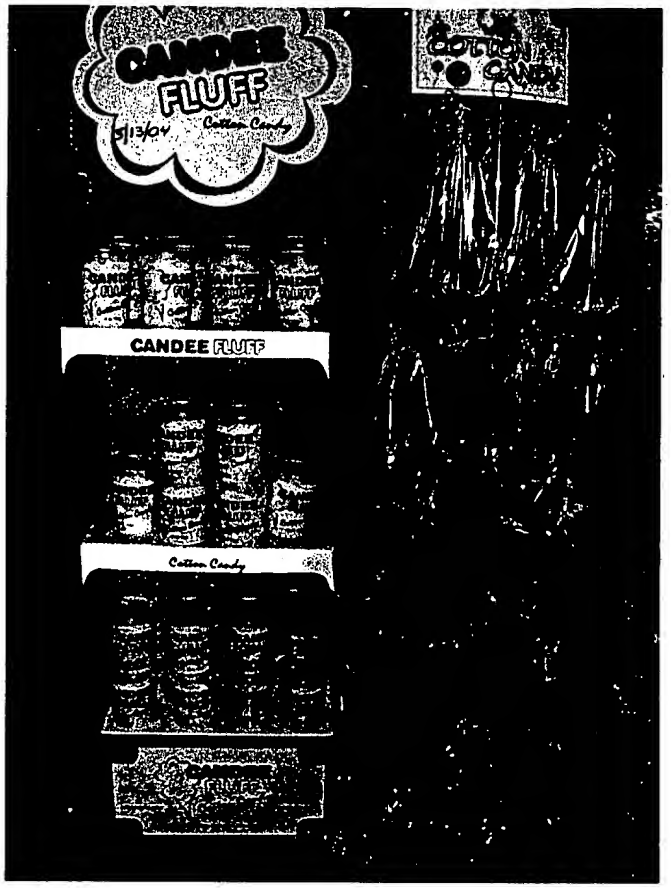
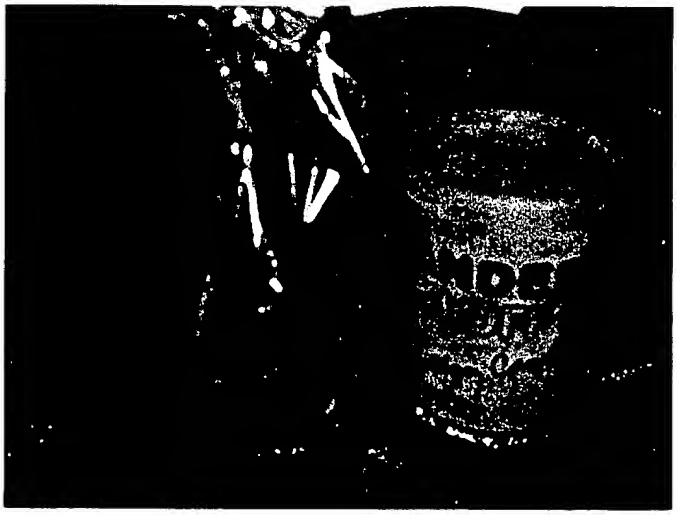


Wednesday 6/23/04

Day 37



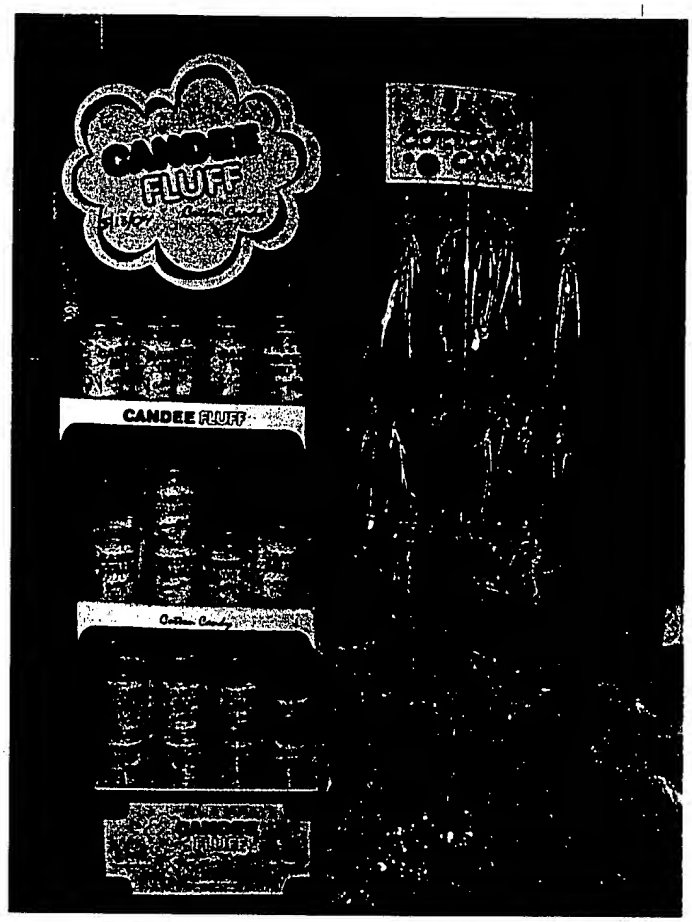


Thursday 6/24/04

Day 38

Friday 6/25/04

Day 41



Monday 6/28/04

Day 42

Tuesday 6/29/04

Home Page

Business Opportunity

Popcorn Equipment

Popcorn Demonstration

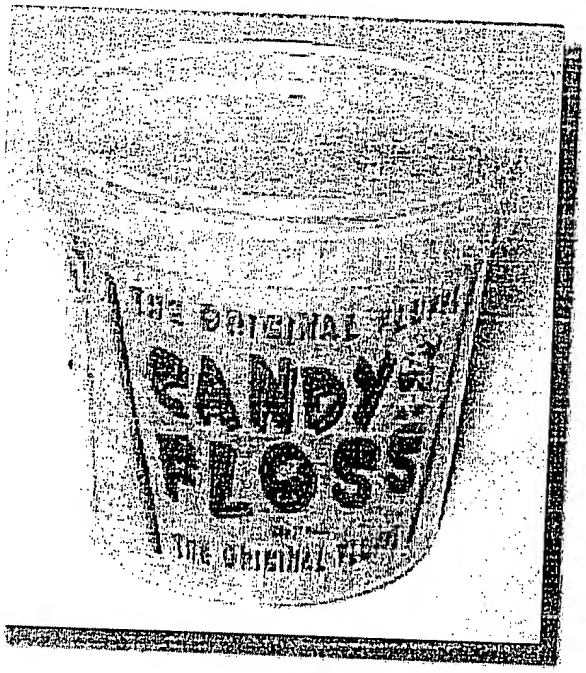
Candyfloss Equipment

FLUFFL Candy Floss Container New!

Wholesale Candyfloss Business

Trade Price List

Business**Opportunity**



We are delighted to announce our new Fluffl 'Giant Tub' - this features a full 2.3 Litre capacity and a tamper-proof lid and a shelf life of 4-6 weeks. Ideal for sales in shopping malls, garden centres, car boot sales etc etc...

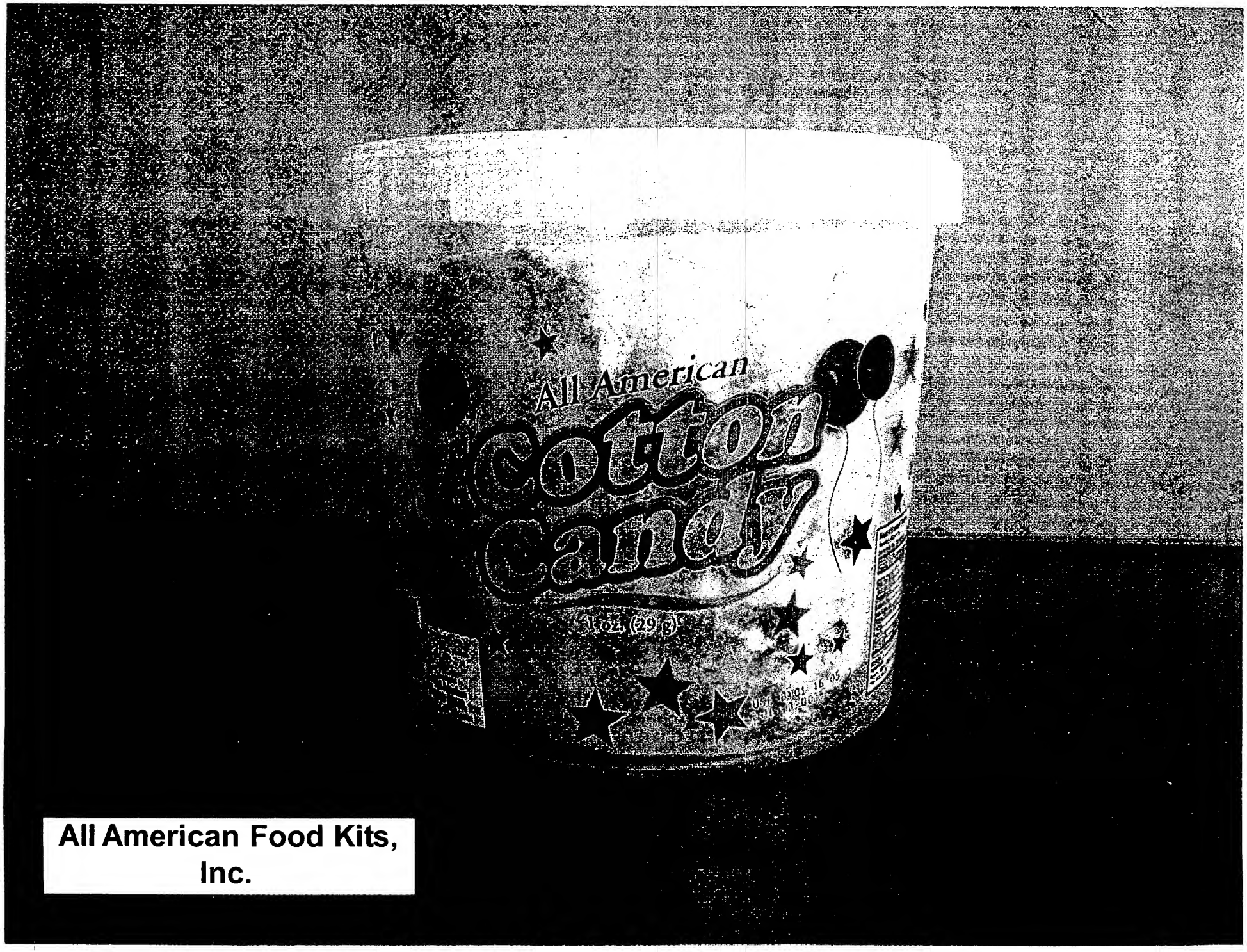
(Pictured here is our giant FLUFFL 'Tub', Capacity: 2.3 litre, Size: 170 mm diam x 160 mm high - tamper proof lid)

Introducing the attractive 'FLUFFL' candy floss (cotton candy) container range. 'FLUFFL's are our unique, attractive way of storing, displaying (and eating) candyfloss!

Supplied in two sizes, our giant Fluffl 'Tub' and our 'Standard' version, the 'FLUFFL's are semi-rigid containers with resealable lids that promote and display your candy floss very attractively and effectively, while maximizing its shelf life.

'FLUFFL' candy floss containers are:

- Smart and attractive
- The floss is longer lasting
- Available in two popular sizes
- The containers are easy to fill
- They are easier to store and transport

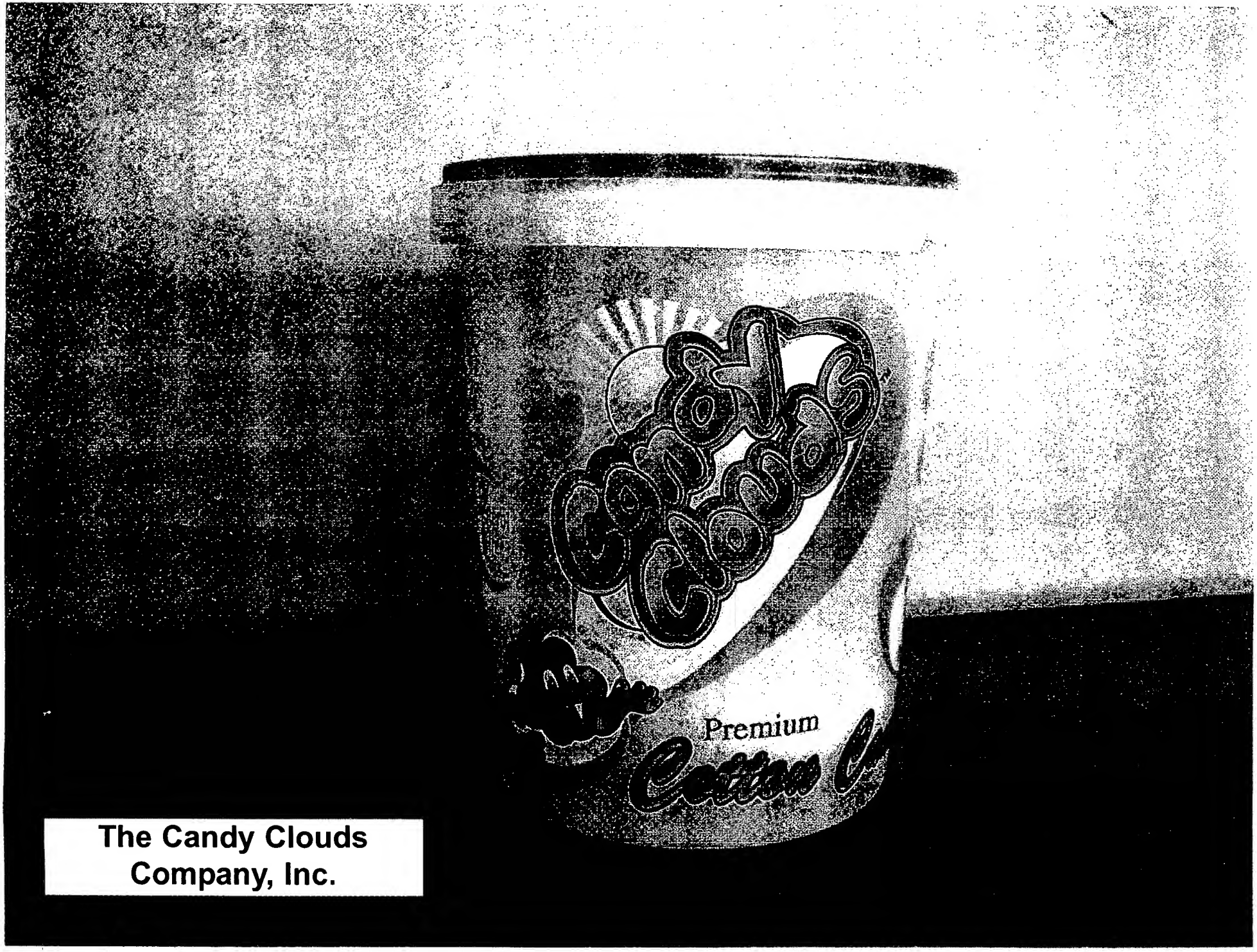


All American Food Kits, Inc.

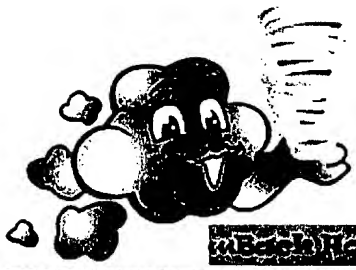
Cotton Candy

Fluffy cotton candy in a reusable bucket. When you have eaten all the cotton candy, you can use the pail, with its sturdy handle, as a sand bucket for the kids or as a catch-all for all those "I don't know what to do with this" items.

Back to Taffy & Cotton Candy



The Candy Clouds Company, Inc.



Candy Clouds

Candy Clouds Advantage - Reach for the Clouds - International
Where to Find Em' - Clouds by Design

We put a new "spin" on an old favorite!

Candy Clouds ™ are spun from the finest ingredients using "State of the Art" technology to insure consistency and freshness in all our clouds. This unique manufacturing process is designed to extend the shelf life of this normally delicate product, reducing your risk of waste when ordering. Candy Clouds ™ come in a variety of delicious and colorful flavors and are naturally fat free and cholesterol free. Our re-sealable "Stay Fresh" container will keep your clouds fresh for months, even after they are opened!

But Thats Just...

" The Clouds before the Storm!"

back to the top

The Candy Clouds Advantage

- Consistent Quality
- Extended Shelf Life
- Tamper Resistant Lid
- Re-Sealable "Stay Fresh" Container
- Multi Purpose Souvenir Cup
- High Impact Graphics
- Great Promotional Tag Lines
- Custom Packaging Options
- Personalization
- Total Customer Support

Candy Clouds Really Stack Up!

back to the top

Why Everyone Should.....

Reach for the Clouds

#1. Increase Sales

CandyClouds enhance any food or merchandising program. a delicious snack that's also a souvenir, gift item, or promotional give-away!

#2. Increase Exposure

CandyClouds offers the ultimate design and merchandising flexibility. Customize your own package, from tattoos and game pieces to corporate logos. With our "Private Label Solution" CandyClouds can be the perfect compliment to your brand.

#3. Repeat Customers

CandyClouds are great for parties and all types of events. With the unique ability to personalize any size order. CandyClouds can enhance any celebration.

#4. Safety & Consistency

CandyClouds resealable "stay fresh" container maintains the product for months, even after its been opened. Our tamper evident tab ensures that your clouds have not been previously opened.

Where to Find Em?

Theme Parks, Stadiums, Concession Stands, Roller Rinks, Bowling Centers, Redemption Areas, Theaters, Family Fun Centers, Fund-Raisers, Schools, Specialty Shops, Corporate Events, Parties and MUCH, MUCH MORE!

Proud Members

ialei

IAAPA MEMBER

RSA

back to the top

Back to the top

The Candy Clouds Company

is

determined to make the world a "sweeter" place to live.

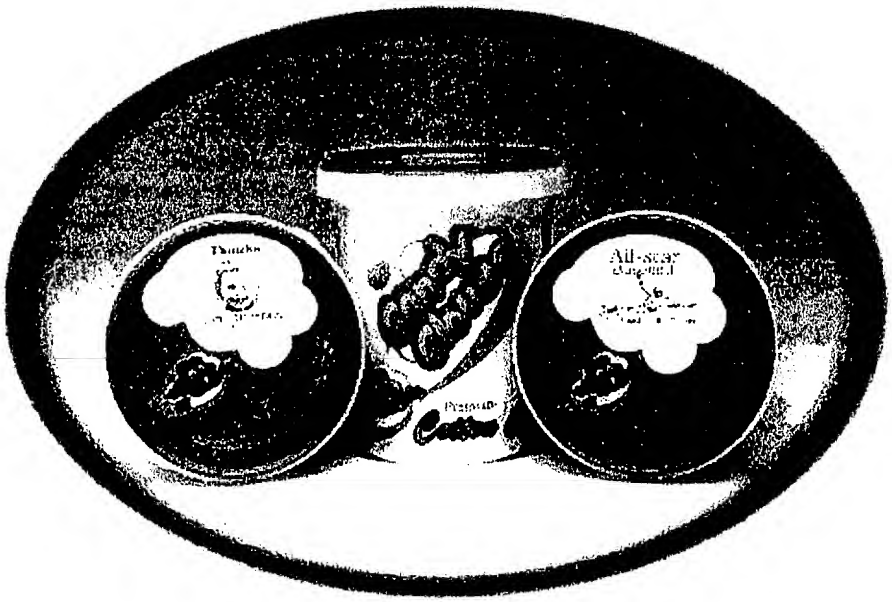
We offer a comprehensive product and marketing package, with a brand name that appeals to kids of all ages.

Distribution and or manufacturing opportunities presently exist in select markets throughout the world.

Our fully automated, "State of the Art" manufacturing process offers the ultimate in quality, speed and consistency. Exclusive to The Candy Clouds Company, this revolutionary technology ensures that Candy Clouds tm will taste the same whether your in New York City or Paris, France!

Want to find out more?

"Click" on the map to contact us via the World Wide Web



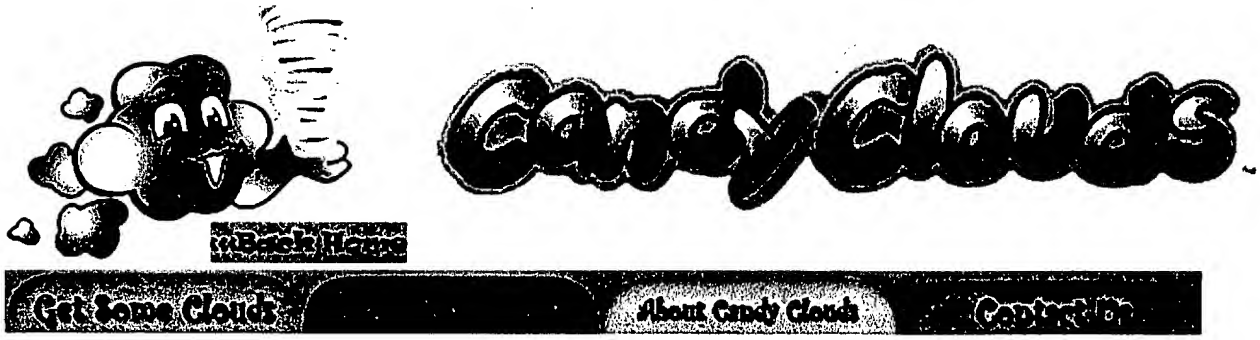
back to the top

Clouds By Design™

Make ~~candyclouds~~ your very own
with a custom label for any occasion!
Add a birthday message, school mascot,
corporate logo, fund raising slogan.....

The Sky's The Limit! ™

Go!



Thank you for choosing Clouds by Design™.

The release of Clouds by Design™ is **Finally** here! Now, with our new tool you can design your own labels with the Candy Clouds design software and upload them to our servers. We will send your Candy Clouds® product directly to you with your team, wedding party, baby, family, or whatever you can dream printed on them! The creativity is all yours!

Would you like to get started?

Please read the helpful tips below to ensure that the best quality is presented for the printing process.

1.) Download The Clouds by Design™ Software

ccinstall.exe

2.) Design your Clouds Packaging with our Software!

3.) Purchase your Labels!

Purchase the Labels blank! Clouds by designs works on all inkjet and laser printers. Your labels can come in the mail and you can attach them to the Candy Clouds product any way you choose! They also can also be ordered and printed by Candy Clouds Company; You Choose!

**** Remember that designing is totally free and the software is completely free. You only purchase when you are ready for delivery! Have Fun!

Helpful tips:

1.) Prepare the text you would like to include on your label.

2.) Keep it simple. Try not to load up the label with too much information.

3.) If you choose to include a logo, photo, etc., convert it to a JPEG file and import it into the design.

4.) Select font styles and colors if you have a preference.

5.) Get creative

Before **After**

If you are haveing problems with the Clouds by Design tool, Please contact us directly, so that we can help you design your special labels at no "additional charge". You pay only for the labels you order.

Register

Co

See cloud links, share you're candy cloud experiences on our message board and send a cloud to a friend!

Cont

Let us know
doing and w
to better ser
your city.

Get Some Clouds

Purchase Clouds online, design cool labels for any occasion, join our family of Candy Clouds re-sellers.

About

The Can
Advanta
them, Cl

International

Sales

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Contact Candy Clouds® Clouds By Design™ About Candy Clouds®

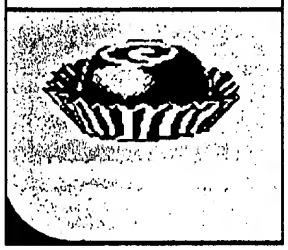
sales@celebratio
315-
1-877-7

Celebrations NY

choc $1.50 [Add to Cart]
truffles $1.75 [Add to Cart]

Any Occasion

Product Sea



CANDY BOXES-IMPRINTED

Candy boxes in white, silver, gold, red...one pc chocolate, 2 pc and 4 pc. call or email to request your colors. prices include imprinting.

- *1 pc* **$1.75** [Add to Cart]
- *2 pc* **$1.99** [Add to Cart]
- *4 pc* **$2.99** [Add to Cart]

COTTON CANDY

Cotton Candy Tubs, Assorted flavors

- **$1.50** [Add to Cart]

GIFT BASKETS - BEVERAGE

Coffee or tea break basket. Coffee and/or tea with assorted small cookies and related items.

- *Small* **$20.00** [Add to Cart]
- *Medium* **$30.00** [Add to Cart]
- *Large* **$40.00** [Add to Cart]

GIFT BASKETS - CHOCOLATES

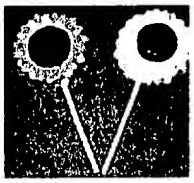
Nibble tray...an assortment of all chocolates in milk and dark chocolate.. cello wrapped.

- *Small* **$20.00** [Add to Cart]
- *Medium* **$30.00** [Add to Cart]
- *Large* **$40.00** [Add to Cart]

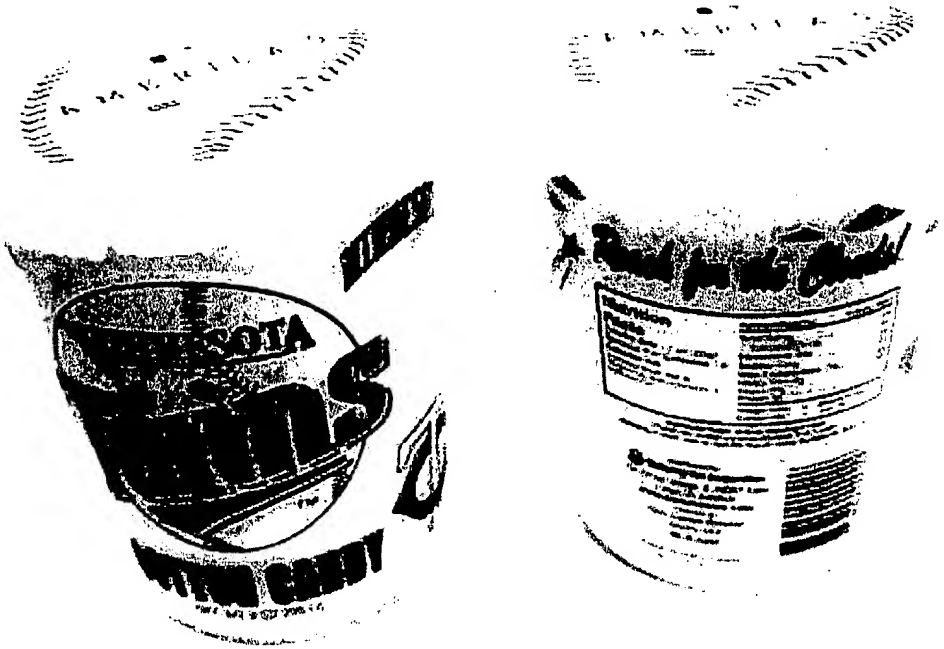
GIFT BASKETS - SNACKS

Shopping Ca
View Cart
Check Out

Featured Pro



Sunflower poi

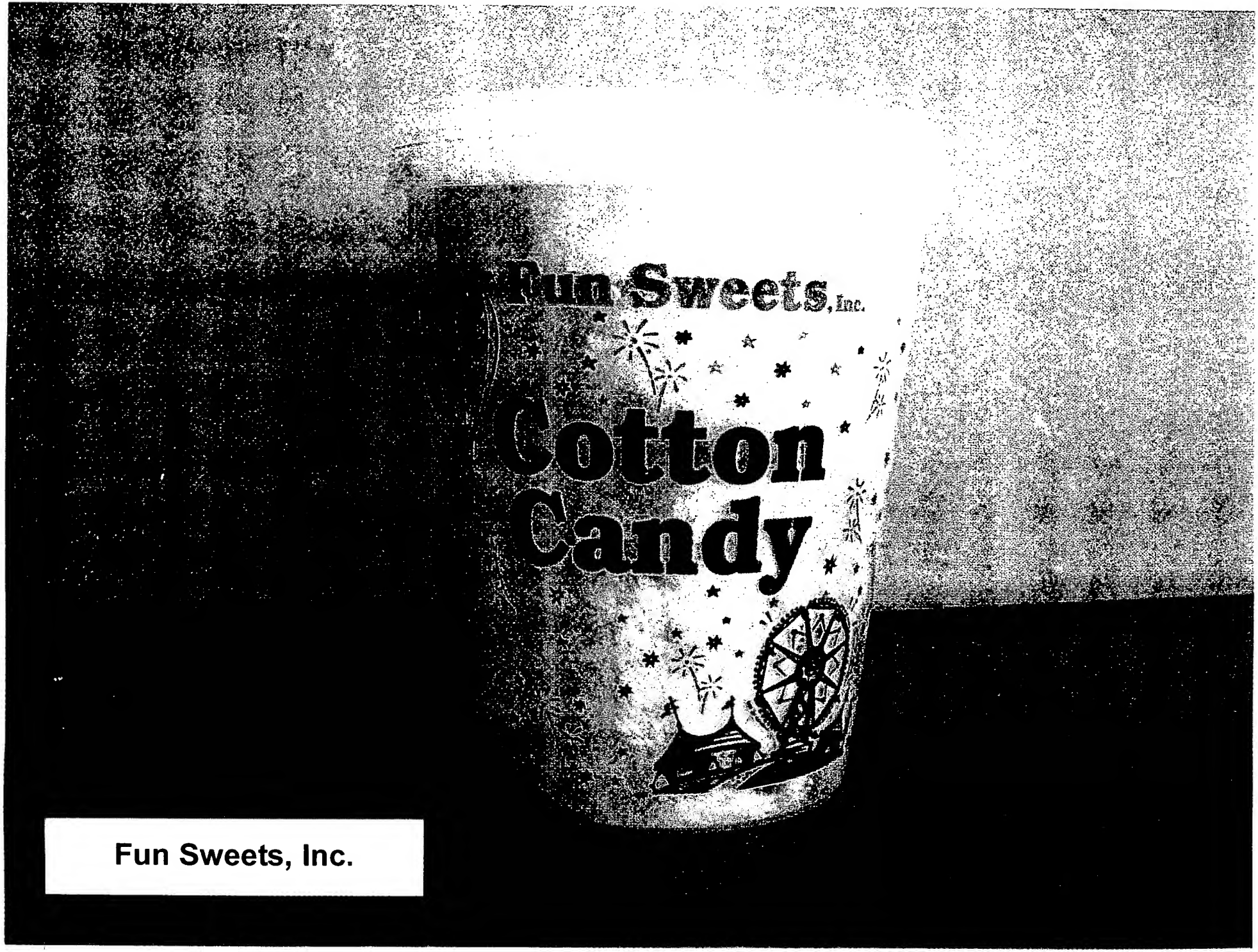


Minnesota Twins Cotton Candy NEW

- This bucket of Cotton Candy features the Minnesota Twins. The tasty treat is licensed by Major League Baseball and the Minnesota Twins. The MLB Logo, Twins Logo, MINNESOTA, and TC Logo are all shown on the bucket. The back of the bucket has nutritional information and the words "Reach for the Clouds." It contains 2 ounces of cotton candy. ~~$3.00~~ **Clearance: $2.00(#3132)**

- 1 Add to Cart

CLICK HERE to return to the Twins Souvenirs & Novelties Section Main Menu


Fun Sweets, Inc.
Cotton Candy
Fun Sweets, Inc.

540 ml can

MAPLE BUTTER - made with only maple syrup, it spreads like butter and it is great on toast, bagels, as a filling for pastries, or icing on a cake.

MAPLE JELLY: made with maple syrup and a jelling agent, not too sweet, but a nice maple flavour for your toast, excellent with cheddar cheese.

MAPLE SUGAR CANDY: made from 100% pure maple syrup which is boiled down, cooled, stirred and poured into moulds.

MAPLE SUGAR CANDY: made from 100% pure maple syrup which is boiled down, cooled, stirred and poured into moulds.

GRANULATED MAPLE SUGAR: made from pure maple sugar that is boiled longer than the maple sugar candy. Nearly all the moisture is removed. It can be sprinkled on cereal, toast, apple crisp, used in baking or in your coffee.

MAPLE LOLLIPOPS: Made with maple syrup, corn syrup and white sugar.

MAPLE COTTON CANDY: visit us and taste some. **Now packaged for longer shelf life, suitable to mail.** One (1) litre plastic tub of maple cotton candy $2.25 Cnd ($1.50US) plus shipping. This is not on our order form as shipping cost is not standard due to size. Contact us for shipping costs.

Please let us know if there is some maple product you want, but do not see listed here. We will try to help.

All our maple products are guaranteed. If you ever have a problem let us know and we will make it right.

Gibbons Family Farm Maple Syrup is for sale:

- At our farm, open by chance or appointment all year.
- By mail: see our order page.
- At the Brockville Farmers Market most Saturday mornings from May to October.
- Round the Corner Bake Shop in Merrickville.

Pure Canadian Maple Products make excellent gifts.

STORAGE: After opening, maple syrup should be stored in a refrigerator or freezer. It will not freeze solid and small amounts will quickly warm to pouring consistency.

if sugar crystals develop in the syrup

Cotton Candy... It's not just for Fairs anymore!

New Multiflavored Cotton Candy

Flavor-packed 2 oz. resealable tubs

Sunglo Multiflavored Cotton Candy is the most unique sensation to hit since the carnivals have been spinning sugar. This interwoven multiflavored cotton candy is produced to put a smile on everyones face.

New 2 oz. tubs of Sunglo Cotton Candy in convenient-tamper-evident resealable tubs are a great addition to our cotton candy line. Our expanded flavors are Strawberry, Berry and Pina Colada swirled together, Cinnamon Blast, Orange Cream, Apple Pie, Passion Fruit and Sour Apple. We offer a uniquely packaged case of assorted flavors, a true Sunglo innovation.

"No matter where you are, Sunglo Cotton Candy will put a smile on your face!"

Sunglo Regular Cotton Candy is a light, sweet, no mess treat of Strawberry, Berry, Pina Colada and Grape flavors. Available in a bright multi-colored, blue 2.1 or 3.1 oz foil bag to guarantee long lasting freshness in every bite. Our 1 oz bright silver bag gives you the convenience of a quick bite and is a great size for a vending machine or lunch box!

Sunglo Sour Cotton Candy comes in a 3.1 oz serving size bag filled with bursting pucker your mouth flavors, and a sweet twist. Enjoy the delicious flavors of Sour Berry, Watermelon, Sour Apple and Lemon in each bag.

All of our Cotton Candy is spun and packaged daily for freshness and a light fluffy texture to keep a smile on your face.

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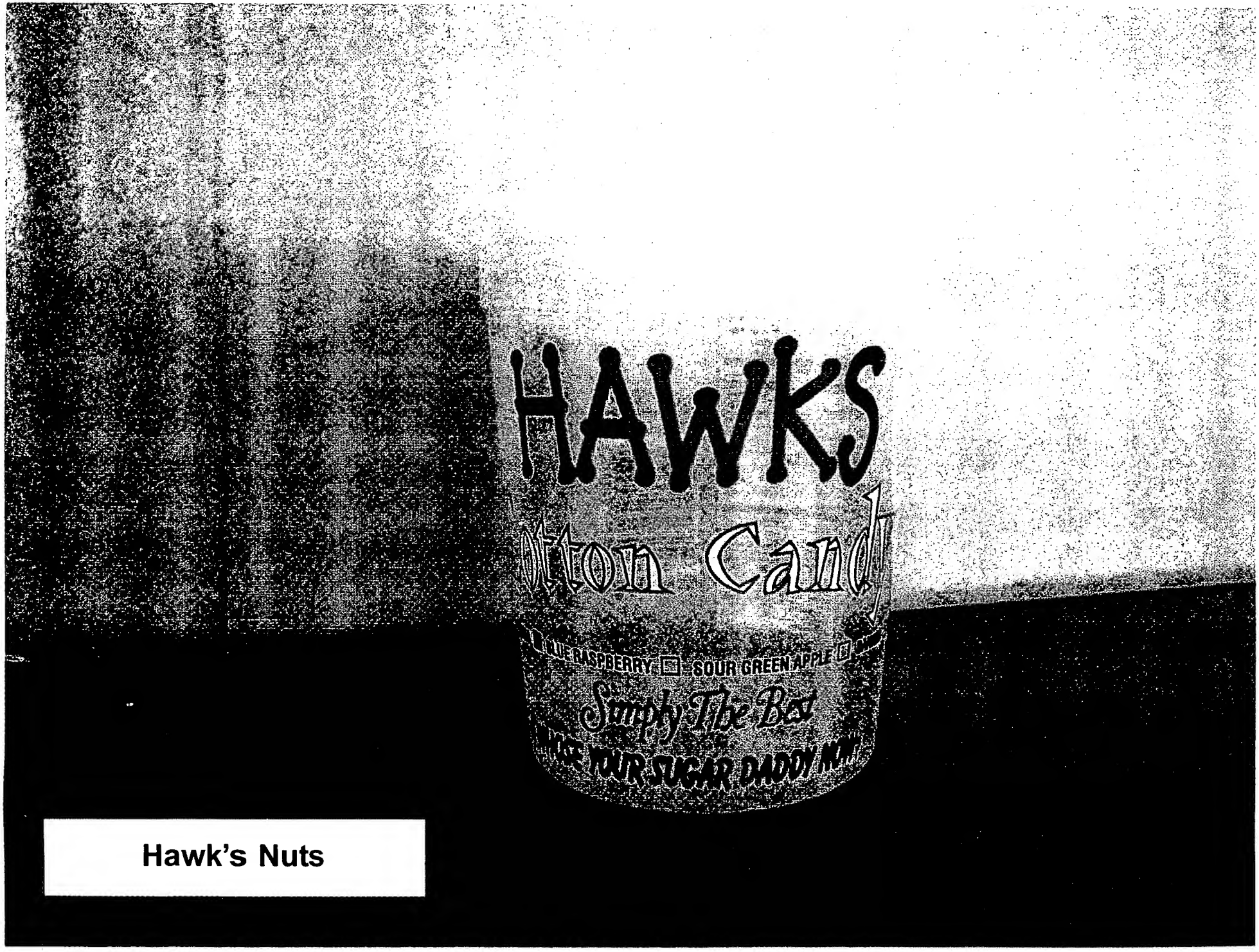

HAWKS
Orton Candy
BLUE RASPBERRY
SOUR GREEN APPLE
Simply The Best
YOUR SUGAR DADDY

Hawk's Nuts

McKeesport Candy Co. Since

Candy Store::Old Fashioned Candies::Cotton Candy 4 oz. Jar

Cotton Candy 4 oz. Jar - $0.00

Flava Puff 4 oz. Cotton Candy Jar - 45 / Case

1

Flava Puff 4 oz. Cotton Candy Jar
Cotton Candy with a 7 month shelf life

Perfect for Birthday Parties or party favors

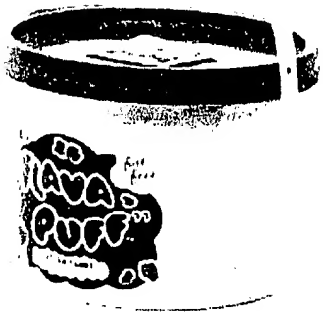
Please note that we are not able to break ca
on this product!

Return Policy, Terms and all that jazz...

Candy Store::Old Fashioned Candies::Cotton Candy 4 oz. Jar

Cotton Candy 4 oz. Jar - $0.00

Flava Puff 4 oz. Cotton Candy Jar - 45 / Case



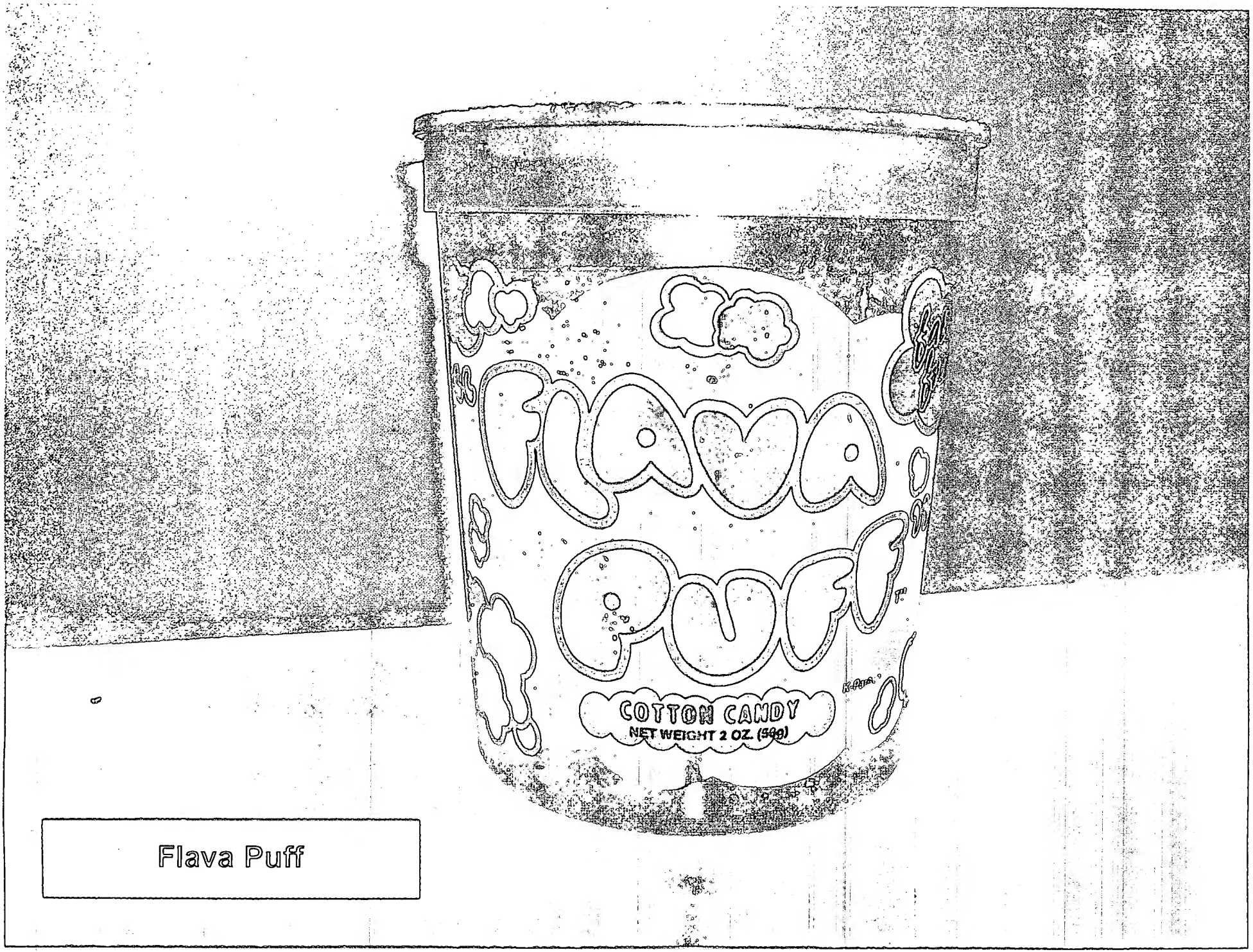
1 Add to Cart

Flava Puff 4 oz. Cotton Candy Jar
Cotton Candy with a 7 month shelf life

Perfect for Birthday Parties or party favors

Please note that we are not able to break ca on this product!

Return Policy, Terms and all that jazz...



Flava Puff

padres.com Print

A sweet smell at PETCO

04/01/2004 8:49 PM ET
By Sandy Burgin / Special to MLB.com

SAN DIEGO -- Talk about a kid in a ... cotton candy store.

Thursday was billed as "A Taste of PETCO Park."

Imagine chilling out at a concession stand at a Major League Baseball park ordering up anything you like on the menu: fish tacos, carne asada, pot stickers (dumplings), spring rolls, burgers, hotdogs, barbecue, beer and wine -- and not having to pay for it.

Sportswriters and free meals have always been synonymous.

So it was only natural that the sporting media would be out in full force Thursday for the "Media Tastings and Concessions Tour" at PETCO Park.

The Home Plate Market Place was literally and figuratively a feeding frenzy as the Padres opened up their Delaware North Companies Sportservice concessions to the freewheeling and hearty-eating press corps.

While the food fest was ongoing at the main concourse, down below in the belly of PETCO Park was where the real action was.

As we went on our tour of the state-of-the-arts food service kitchen facilities, there was a distinct aroma coming from a side room. It was a smell that permeates many sporting venues: the cotton candy room.

Gary Faulk and Tommy O'Brien were spinning and Lindsey Mangam was packing pink and powder blue cotton candy into plastic buckets. "Tubby's Cotton Candy" never looked or smelled so good.

Cotton candy is one of those amazing foods that make no sense until you know the secret.

And thanks to this trio of employees from Observ, a company from Denver, the secret is out.

Cotton candy is nothing but pure sugar. To make the sugar "cottony," you need four things:

- Heat to melt the sugar and turn it into a liquid.
- A set of very small holes that the liquid sugar can flow through to form threads of sugar.
- A spinning head that slings the liquid sugar outward so it is forced through the holes.
- And a bowl to catch the thread.

We also learned that this trio could produce around 400 buckets of cotton candy an hour. And more than 2,000 buckets are sold each game, not counting the cotton candy sold on paper cones.

Observ handles the cotton candy concession for Major League ballparks in Seattle, St. Louis, Oakland, Colorado and

Play Ball at PETCO Park

Related stories
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Sights and sounds
Opening night: 56K | 350K
PETCO Park tour: 56K | 350K
Live PETCO Park cam

PETCO Park vistor guide
- Seating and pricing
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- PETCO Park homepage

Kansas City along with San Diego's new PETCO Park.

Asked about eating any cotton candy on the job, Faulk quipped, "that's the last thing in the world I'd want to do."

Back at the Home Plate Market Place, restauranteur and former Cy Young winner Randy Jones, is holding court.

Jones has moved his Randy Jones Barbecue from Qualcomm Stadium to the Park at the Park, located behind the Batter's Eye at PETCO Park.

"At PETCO Park, you have to pay your dues a little bit," said Jones. " I am a unique food offering service out in the Park at the Park. I have to go under scrutiny of all the health services issues. We have to get it done right to do a good job. I want to be ready April 8 (the Padres home opener), but everything I've tasted so far is absolutely excellent.

"What we're trying to do is maybe change the menu just a little bit and let everyone get to their seats, make it easier to take barbecue to their seats or even acquire it at your seat if your are in in-seat dinning," Jones said. "That is one of our goals and I'll kind of let our fans decide what they want me to have.

"We'll have the chicken and the ribs and the big half-pound hotdog, and the barbecue sandwiches," Jones said. "I love being in the Park in the Park, that's where you should have barbecue."

Jones had an 11-year run at Qualcomm Stadium.

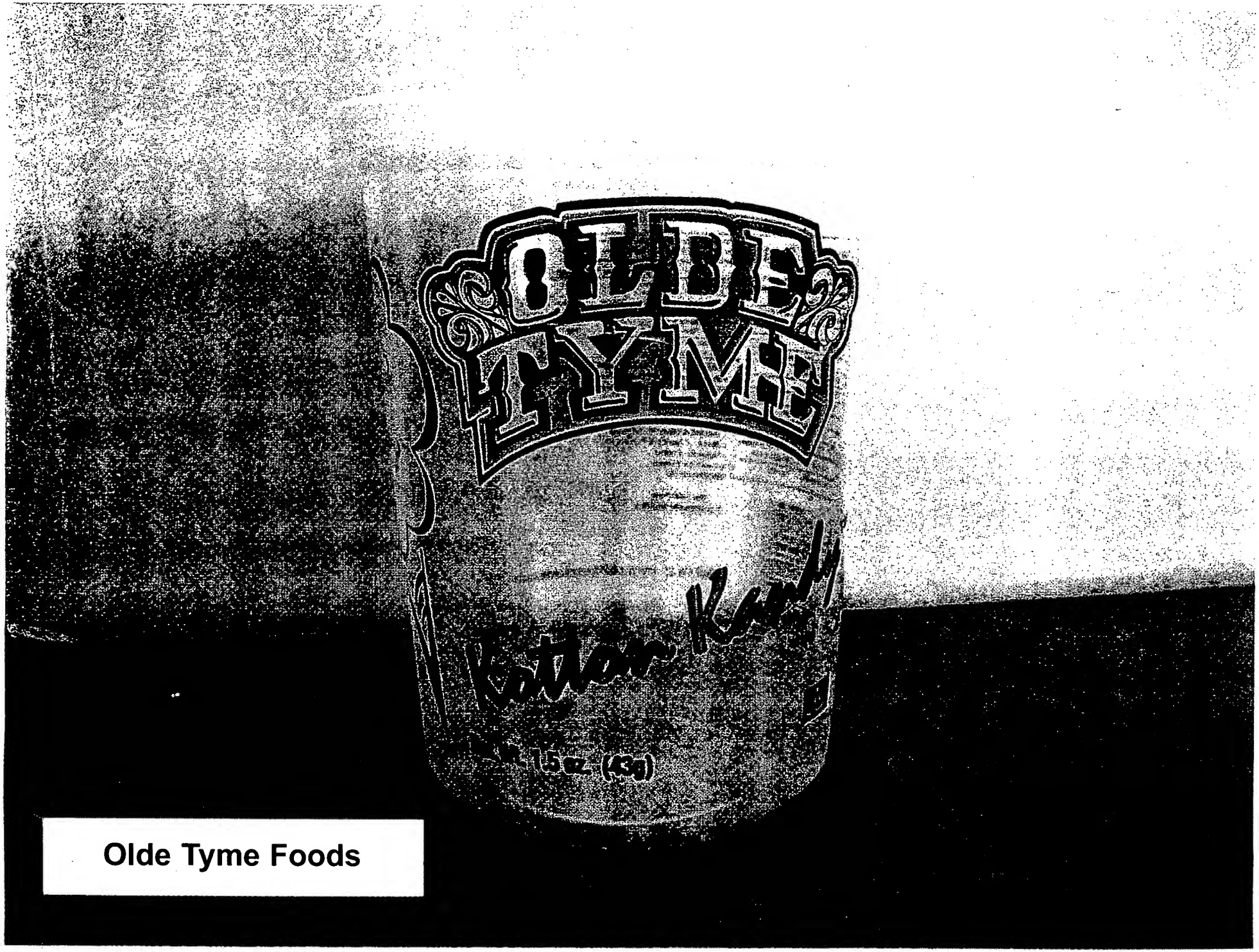
"I think one of the great things about my barbecue is me being there every day interacting with the fans," Jones said. "It was a real joy for me and hopefully a joy for the fans to come by and say hi. Especially on give-away days when I would sign all the hats or whatever was given away."

Joining Jones in the pre-tasting introductions were Richard Anderson, Padres Executive Vice President/Operations and Managing Director of PETCO Park, Steve Casad, Sportservice General Manager at PETCO Park, and Marco Martinez, Sportservice Executive Chef.

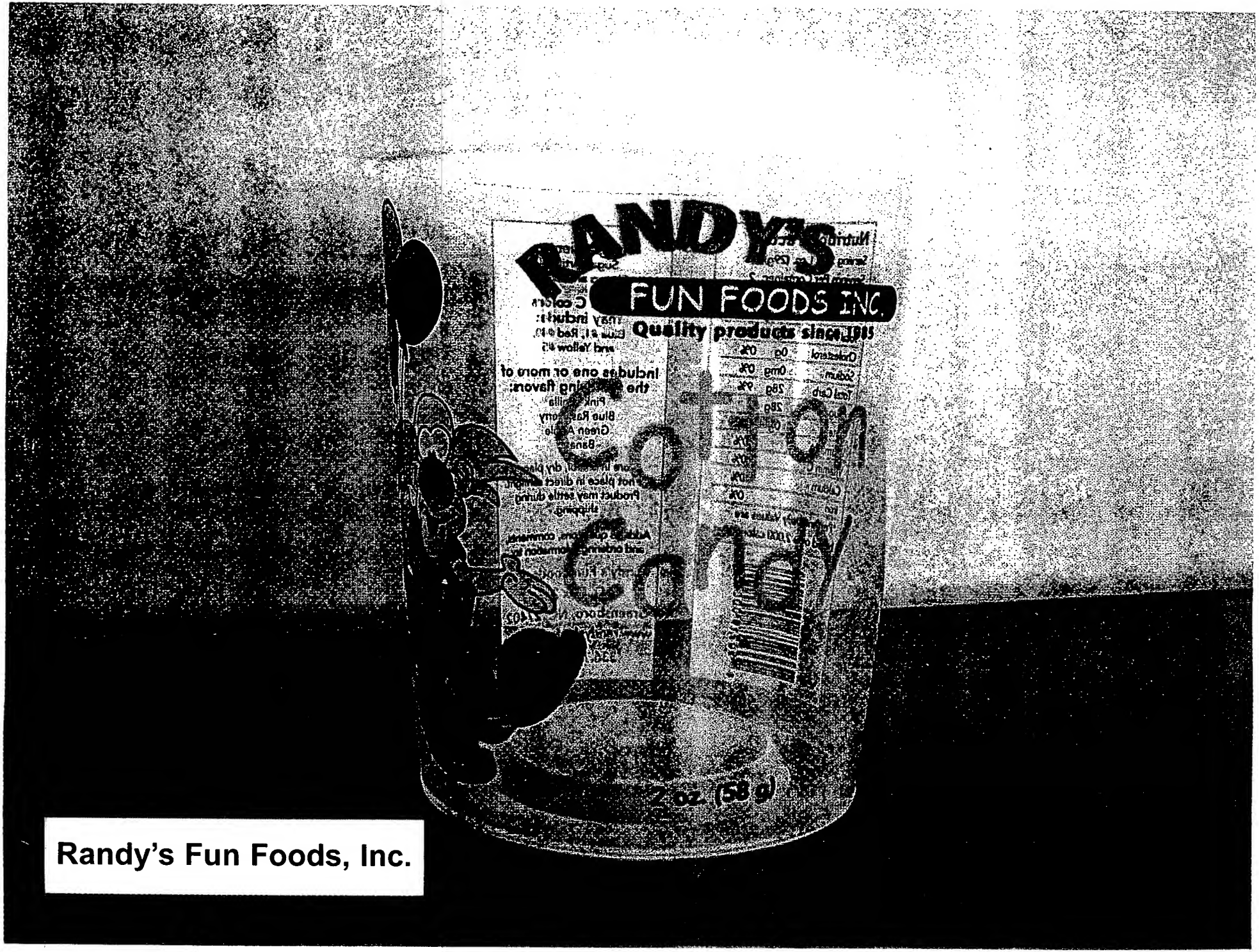
Martinez joined the Padres after a three-and-a half-year stint as Executive Chef at Seattle's SAFECO Field. He had also worked briefly at the San Diego Convention Center across the street from the park.

"I think the Rubio's Fish Tacos and our grilled Ai Tuna sandwiches will be menu signatures here," Martinez said. " The Taste of PETCO Park" will be different from other ballparks in keeping with the notion that this ballpark is like no other. It will have a distinct San Diego flavor."

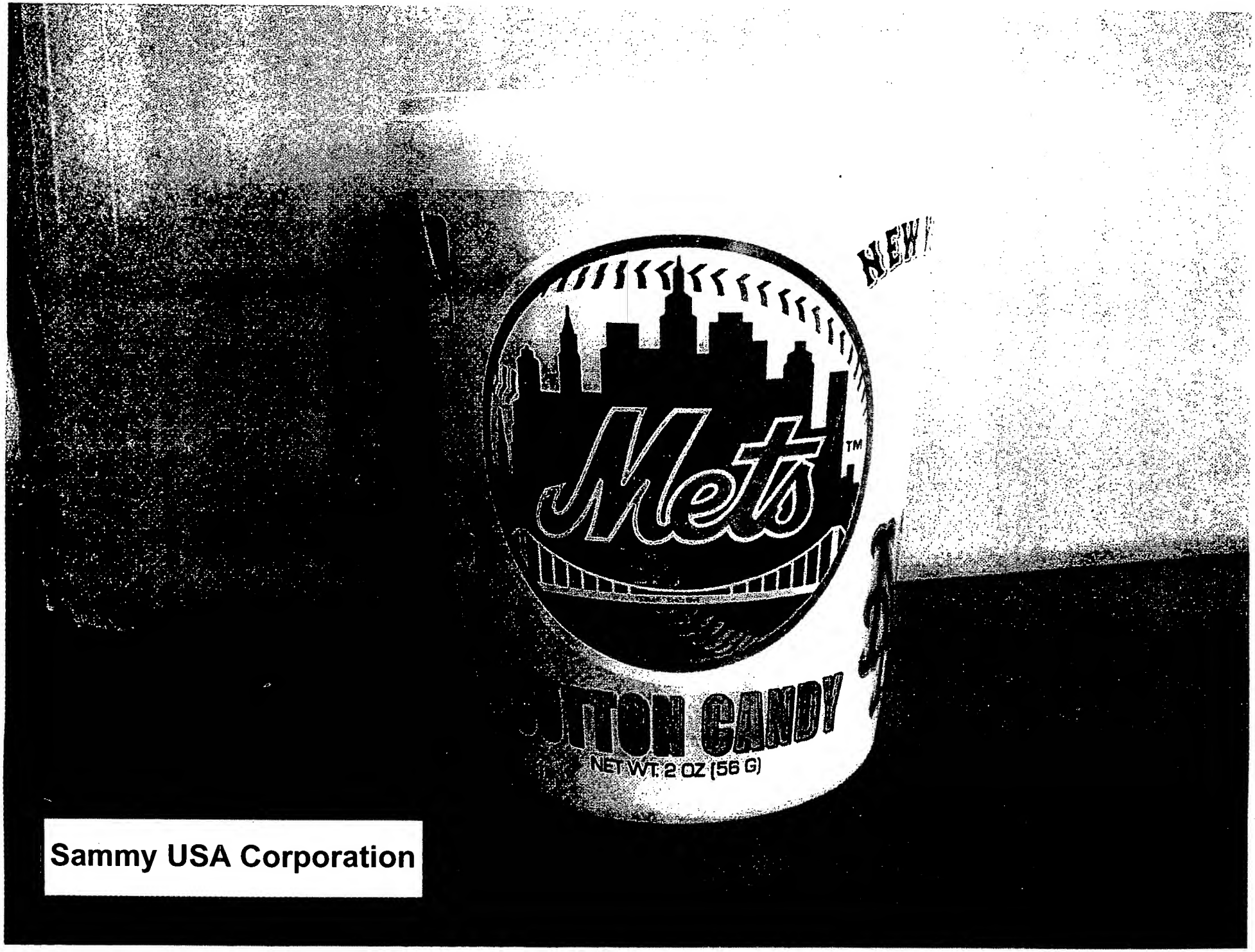
This story was not subject to the approval of Major League Baseball or its clubs.



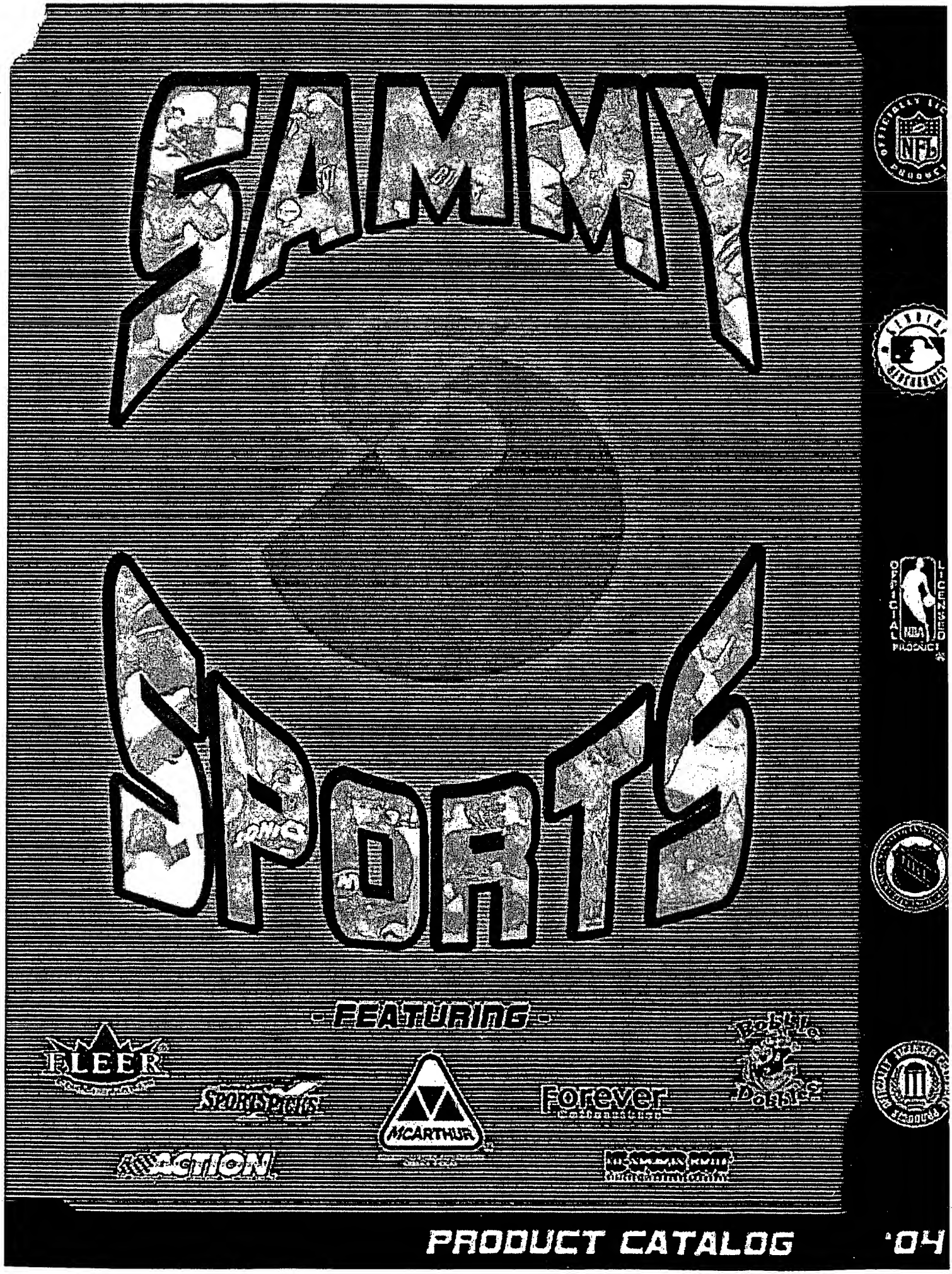
Olde Tyme Foods



Randy's Fun Foods, Inc.



Sammy USA Corporation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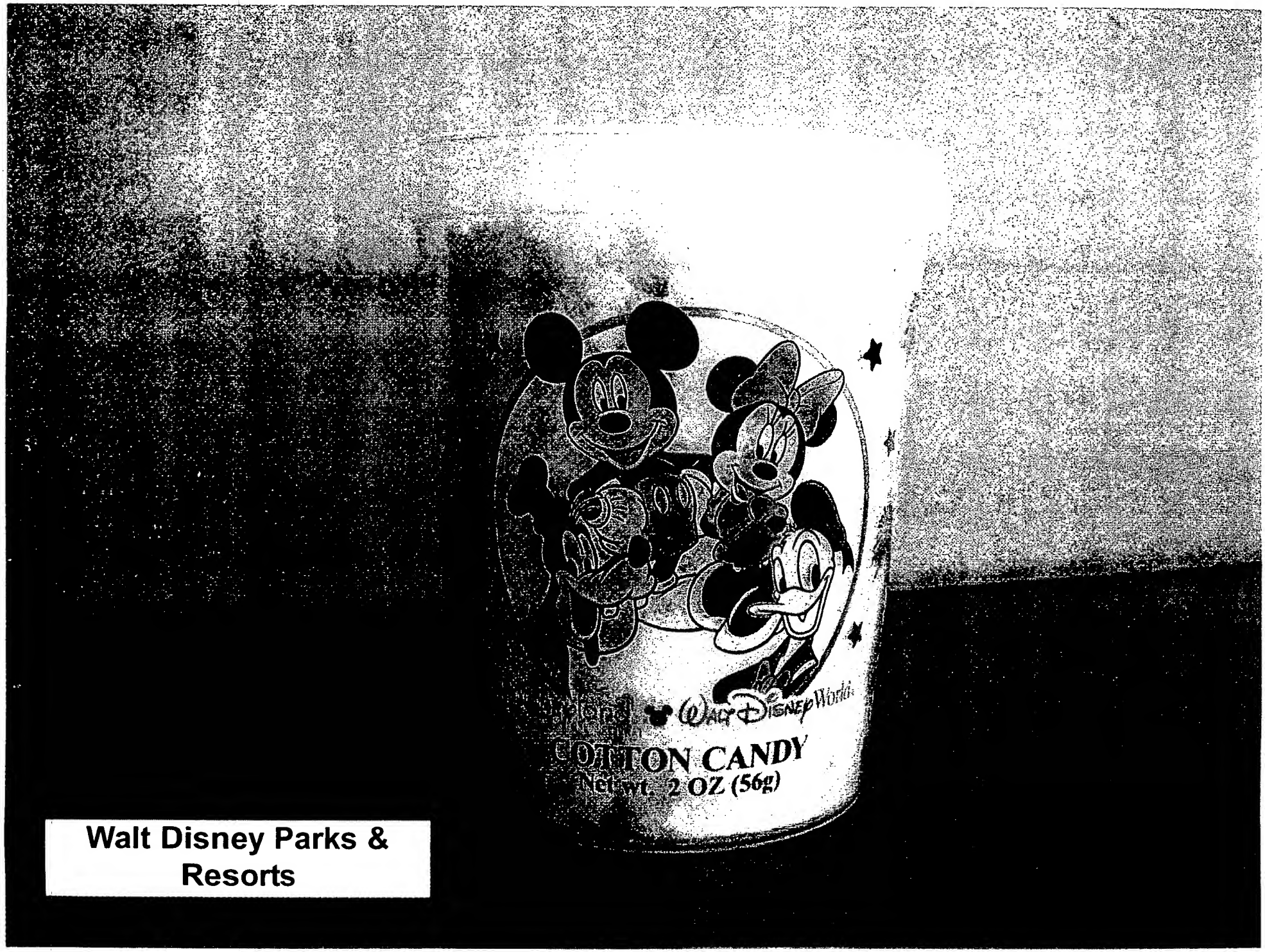
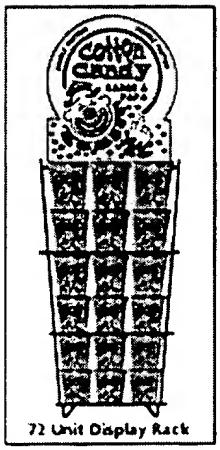
Cotton Candy

Stationery


Walt Disney World
COTTON CANDY
Net Wt. 2 OZ (56g)
Walt Disney Parks &
Resorts

Cotton Candy



● 72 UNIT CASE ●
Approx. Bulk Case Weight: 18LBS
Per Unit Price: $1.50 + shipping
Bulk Case Price: $108.00 + shipping

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DISPLAY RACK
with the purchase of 8 cases

Cotton Candy is Dandy!

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- Premium Quality
- Tamper Evident Tub
- Re-sealable "Stay Fresh" Container
- Stackable Tubs
- Classic Traditional Graphics
- Custom Graphics Available
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- Gourmet Flavours Available

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PROUDLY "SPUN" IN CANADA

SNACK corner

Spinning Profits

CANDEE FLUFF CONTAINERS SEAL COTTON CANDY SUCCESS

By Anita Watts
FJI Concessions Editor

Sometimes the best feature playing at the neighborhood theatre is that highly anticipated indulgence from the concession stand. Everyone knows the traditional big-screen taste stars, including buttery popcorn, ice-cold drinks and enticingly large boxes of candy. Now, another long-time favorite is making a name for itself at the cinema concession stand. Previously best known for its appearances at venues like the circus or local carnival, cotton candy has become a rising "movie star." A theatre group headquartered in Grand Rapids, Michigan has discovered a new way to make the most of this sweet profit builder.

CANDEE FLUFF IS EASY TO PREPARE, STAYS FRESH UP TO TWO WEEKS, AND IS POPULAR WITH MOVIEGOERS.

Providing entertainment in Michigan since the 1940s, Jack Loeks Theatres, Inc. has a total of ten operations located in Grand Rapids, Lansing, Mt. Pleasant, Benton Harbor, and Muskegon. These include Studio 28, Cinema Carousel, Plaza 1&2, the Getty Drive-In, Celebration! Cinemas, and IMAX theatres. Cotton candy had been featured at all Loeks locations, but with limited success, due to problems in maintaining product freshness. Product quality and appearance are essential in achieving success with cotton candy. Cotton candy in a bag retains an appealing appearance for a very short time only, due to shrinkage and hardening. According to VP of food and beverage Kenyon Shane, switching from plastic bags to Gold Medal Candee Fluff containers has made a tremendous difference, and opened a great deal more cotton candy opportunity for Loeks theatres.

"Without a quality product, the cotton candy concept doesn't work. Customers will not buy again if the product isn't fresh," Shane says. He reports that cotton candy in Gold Medal Candee Fluff containers stays light and fluffy, and looks freshly spun. The containers allow staff to prepare the product ahead of time without sacrificing freshness and quality. At the Celebration! Cinema and IMAX location in Grand Rapids, an average of 100 containers are prepared during the week, during slow periods, to stock up for the weekend rush. Occasionally, leftover product will be carried through to the following week. In the containers, product remains fresh, and carries over 10 to 14 days.

Loeks began with the smaller half-ounce Candee Fluff containers, but soon changed to the larger one-ounce containers. Shane explains that the perceived value is greater, and that the bigger size is more in keeping with the large "movie theatre" portions people expect. He also notes that the take-home bucket adds to the value of the product. An added plus is that since patrons are leaving with the containers, the amount of trash left in the theatre is reduced.

The Candee Fluff container concept has increased the cinemas' cotton candy sales an average of 10 to 15%, making cotton candy one of the top five best-selling candy items. Shane attributes this success not only to the product freshness, but also to the great merchandising effect of the containers, which allow customers to see exactly what they are getting. At the Grand Rapids location, Candee Fluff is featured at the front counter in a lighted display case. In other locations, the containers are stacked in pyramid formation, creating a unique and eye-catching display. The use of counter and floor versions of Gold Medal Candee Fluff container displays is also being considered for some of the theatres. According to Shane, when it comes to merchandising, the product colors really attract attention and entice customers to buy. An appealing color selection is featured with an array of Gold Medal floss sugar flavors, including favorites such as piña colada, orange, lime, grape, cherry and banana.

According to Shane, the Loeks approach to maximizing concession sales includes the consistent use of special promotions. An example of this is the monthly "featured" concession item. A coupon for the item is distributed with theatre tickets, and the staff (or "cast members") are given incentives for selling that particular item. Sales for a featured product usually double during this time in the spotlight, so keeping up with demand is critical. Candee Fluff containers make stocking cotton candy simple.

Another way the theatre promotes cotton candy sales is by setting up their Gold Medal Whirlwind floss machine in the lobby, and preparing the product in front of customers. This is especially profitable during kids' features, when cotton candy sales are at peak potential. The interest generated by preparation of product, and the freshly spun aroma are great merchandising factors. When small product samples are distributed along with coupons, cotton candy concession stand sales increase 50 to 100%. The ability to prepare the product ahead of time and offer it to customers at the same level of freshness they enjoyed in the sample is crucial to the success of this promotion. Candee Fluff containers make this possible.

When asked about any drawbacks to the use of Candee Fluff containers versus bags, Shane replies that initially he had reservations about the cost of the containers compared with the cost of the bags. He has since discovered that several factors offset the container cost. Savings in labor costs to prepare the product are reduced, perceived product value is enhanced, and supply is easily maintained to meet demand without sacrificing quality. All of these factors keep Candee Fluff the concession stand's most profitable candy item.

Another benefit that Loeks has enjoyed with the Candee Fluff concept is in branding. Loeks theatres have become known for featuring Candee Fluff, a product that complements the fun and festive atmosphere of all of their locations throughout Michigan. Gold Medal Candee Fluff containers have helped Loeks Theatres seal the deal for fluffy profits and sweet success. **FJI**

Finding the Sweet Spot

When it comes to new ideas in the world of "fun food," perhaps Dan Kroeger of Gold Medal Products should be called the "father of confection."

That's because Kroeger — the 52-year-old president and CEO of the family-owned "fun food" and concession equipment business — and his team recently developed the next wave in the cotton candy industry. The company has long been the industry leader in popcorn poppers and related products, including sweet popcorn in such flavors as raspberry, watermelon, green apple or toffee, as well as Cajun and jalapeno.

Cotton candy has been around longer than Gold Medal Products, but only by a few decades. Gold Medal is a hometown company started in 1930; the confection made its debut in St. Louis in 1904 at the World's Fair. During its history, this spun sweet treat was either served on a cone, or, more recently, in a foil bag.

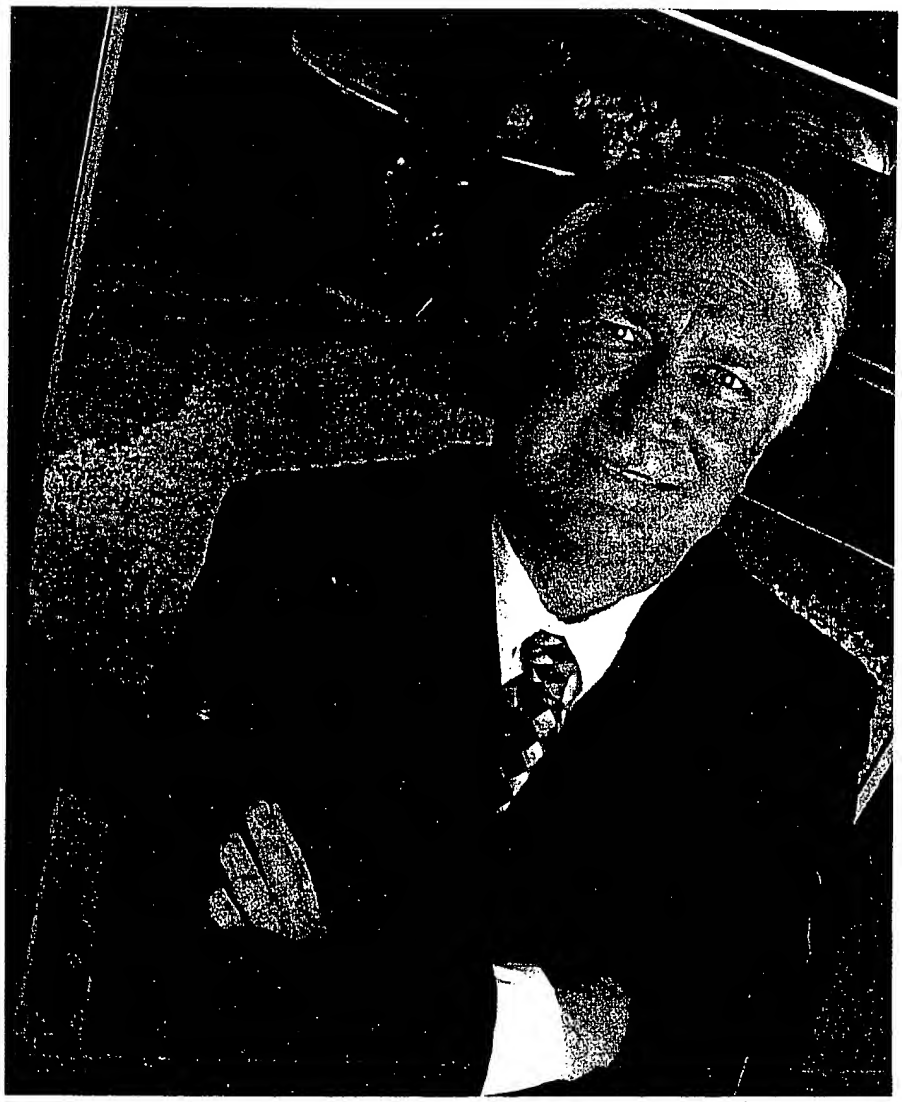
But concessionaires will tell you that once cotton candy's short shelf life expires you're left with little more than a glob of colored sugar.

Enter Kroeger and the Gold Medal team at the Evendale headquarters. For 74 years they've been thinking about all those non-Atkins-friendly treats we love to eat: corn dogs, popcorn, snow cones, funnel cakes, and more.

Recently, Kroeger moved a simple idea to the forefront of the cotton candy business. A tamper-resistant plastic clear tub (patent pending) is the result. Its introduction creates a stackable cotton candy, called Candee Fluff, with a dramatically increased shelf life.

With the company's low level of "bureaucratic red tape" and hands-on philosophy, the idea moved from concept to completion in just a few weeks.

"As we've grown, we've kept a small-company philosophy," Kroeger maintains. Decision makers are personally involved in the process. "I have no one to screen my calls, no secretary, and we keep an open-door policy" so employees and management can communicate.



MIKE SIMONS

Dan Kroeger's Gold Medal Products may lead the world in popcorn production, but it's revolutionizing another sector of the "fun foods" market — cotton candy.

Candee Fluff has been a big hit, Kroeger reports. Big-name customers, like Wrigley Field in Chicago and Paramount's Kings Island, are pleased with the product's increased shelf life. Theater chains report that trash generated from cotton candy sales is nonexistent, as patrons are taking home the tubs and reusing them. Also, a large leading discount retailer reports increased sales of up to 200 percent, Kroeger says, and product loss is nil.

Quite simple as far as ideas go, the innovation has paid off in big ways. Yet, quips Chris Petroff, the national sales manager of Gold Medal, "Why didn't we do this 20 years ago?"

There's a lot of room ahead to develop this next generation of spun sugar consumers. With 20 percent of the company's $70 million in sales attributed to cotton candy products, Kroeger believes there's plenty of spinning left to do before this new era runs its course. — NANCY CAINE

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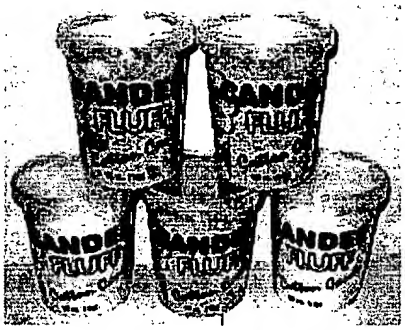
Cotton Candy



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Cotton Candy (24 containers)

Price	Qty
$21.60	1

Product Options

First 6 container Flavors

Orange

Fourth 6 Container flavors

Orange

Second 6 Container Flavors

Orange

Third 6 Container Flavors

Orange

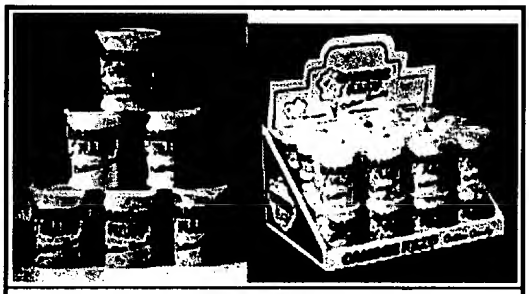
Detailed Description

WHOLESALE GOURMET CC CANDY

Looking for a great fundraiser for your School or Church? Need extra income at y Great seller in Arcades, Theaters, Ice Cream Shops, Bowling alleys, Miniature gol cafes, sandwich shops, laundry mats, just about anywhere! These retail between

Candee Fluff is the latest innovation in the Cotton Candy world. Candee Fluff Cot Containers keep product fresh for weeks! This allows you to purchase the produc prepare for busy crowds and store labor. The containers have a tightly fitting lid The clear container and attractive graphics make Candee Fluff a perfect merchan They can also be resealed to keep the remaining candy fresh so you can eat it at

Containers are: 5 1/4" H x 4 1/2 " diameter.



Nutrition Facts

Serving Size 1 Serving (1oz)
Servings Per Container - Approx 2

Amount Per Serving

Calories 114 Calories from Fat 0

	% Daily Value*
Total Fat 0 g	0 %
Saturated Fat 0 g	0 %
Trans Fat 0 g	0 %
Cholesterol 0 g	0 %
Sodium 0 g	0 %
Total Carbohydrate 29 g	
Dietary Fiber 0 g	0 %
Sugars 29 g	
Protein 0 g	

Vitamin A 0 % • Vitamin C 0 %
Calcium 0 % • Iron 0 %

* Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs:

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